

Purchasing Week

MCGRAW-HILL'S NATIONAL NEWSPAPER OF PURCHASING

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Ike's Curve May Stop Foes' Hit on Jobless

Washington—President Eisenhower has thrown a curve at Democrats in his efforts to retain control of the nation's economic leadership.

The curve is a downward one on the unemployment graph for March.

The President is betting heavily that there will be a decided pick-up in jobs next month. He has to a great extent staked his Administration's economic leadership on it.

If the curve misses, he risks seeing his leadership slip from the White House and into the outstretched hands of a politically-alive Democratic-controlled Congress.

Congressional Democrats, eager to seize the reins, have trained their big guns on the general and accused him of moving too slowly to halt the business

(Continued on page 29)

Chicago Product Show Popular

Chicago—To give purchasing executives a look at the newest and improved products, the Chicago Purchasing Agents Association last week sponsored its 24th annual display.

The three-day affair attracted 35,000 viewers, show officials stated. But there were 125 exhibitors, mostly of industrial products.

Among some of the new products shown at the exhibit:

- A magnetic power drill manufactured by the Bosler Supply Co. The drill has a magnetic mounting allowing the operator to slab it against a steel beam without chains and locks. The drill can be operated directly or by remote control.

- A coke-type dispensing machine that spews out clean towels with insertion of a soiled one. The machine contains 4,000 clean towels and has room for 1,000 soiled ones. You insert the dirty towel in a slot—like a nickel. Inside is an automatic sprinkler to douse any fires caused by spontaneous combustion in oily towels. The machine is leased by the Industrial Garment Service.

- A new type of industrial

(Continued on page 29)

Inventories Move Down, Up, Sideways

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New York—More and more firms are reaching the key "bottoming out" point where they are checkreining inventories only to keep pace with sales.

But inventory reduction still is the order of the day for a big segment of industry, a PURCHASING WEEK survey showed this week.

Many purchasing agents describe their inventories as "dangerously low." Some admit having no inventories at all, waiting until they get an order and then putting in a "rush call" for materials.

PURCHASING WEEK surveyed 150 industrial firms last week.

The results revealed that most P.A.'s are still "riding the fence" with production and sales. Only a rare few report changing the policies they held in December.

A breakdown shows 38.3% still cutting inventories, 49.2% holding static except for "necessary" reductions, and only 12.5% rebuilding. And the majority of those currently rebuilding gave "seasonal business" as the reason.

A study made last month by the Business Survey Committee of the Purchasing Agents Association of Chicago drew similar conclusions. Of members asked to compare their current inventories with a year ago, 65% reported lower inventories, 22%

the same, and only 13% higher.

As to how they expect their inventories at the end of the first half of 1958 to compare with those of last Dec. 31, 50% reported lower, 36% the same, and 14% higher.

If the prevailing downturn in business is, as it has been described, an "inventory recession," the P.W. survey failed to indicate when an upturn was approaching.

Of the reporting P.A.'s, 60.8% said they will probably keep their buying-inventory plans constant for the next three months at least.

The comment of D. Margolis, P.A. for Creative Industries, an engineering and design firm in

(Continued on page 30)

F.R.B. Offers Bait to Aid Upturn

Washington—The Federal Reserve Board offered business some anti-recession bait last Wednesday. If, as the board obviously hopes, a spring upturn develops in demand for business loans, its action in lowering reserve requirements could turn out to be an important anti-recession move.

Meanwhile, there's no way to judge ultimate effectiveness of the F.R.B. latest move to offer some fiscal relief from the current business downturn.

By lowering reserve requirements of its member banks, the Federal Reserve System made available a substantial sum of money—up to \$3 billion, in theory—for business loans. This was accomplished by releasing about \$500 million in reserves presently required against demand deposits held by 6,400 banks in the system.

In theory, each dollar of released reserves translates into about \$6 of lendable funds. A spokesman for the board points out that

(Continued on page 4)

Bituminous Coal Market Weak

New York—Weakness in both bituminous production and prices but a stronger anthracite market—that's the coal outlook for the coming months. It means that purchasing executives should be able to continue digging out spot discounts on soft coal for some time to come.

Bituminous (soft) coal, who's fortunes follow the general swing of industrial activity rather closely, is suffering considerable setbacks (see chart on page 3). Total 1957 production of 488 million tons was 2.4% below 1956. And most of the relative drop took place during the final quarter of 1957.

The bituminous situation be-

(Continued on page 3)

Paper Makers Stay Optimistic

New York—Optimism in the face of production cutbacks was the prevailing tone at last week's meeting of the American Paper and Pulp Association. Manufacturers admitted that paper production—now holding back at 81% of capacity—has been hit. But they pointed out that paper sales and production are holding up well in comparison with other basic industries.

John H. Vogel, official economist for the A.P.P.A. told a tissue association group he expects government bolstering action and lowered consumer in-

(Continued on page 4)

Now Everyone Wants to Raise Freight Rates

The transportation industry caught the spotlight again in Washington last week with more controversy over the usual question—freight rates. These were the developments:

- Truckers and barge operators expected to boost freight rates this year.

- Trucking industry opposes any move to reduce I.C.C. regulation of railroad tariffs.

- Plea to equalize North Atlantic port rail freight rates argued before I.C.C.

Washington—You can bank on truckers and barge operators to increase freight rates this year as well as the railroads.

Other freight movers are taking a new look at their tariff schedules as the result of I.C.C. approval of \$182 million in railroad rate increases.

(Continued on page 29)

Building Looms As Bright Spot

By WALDO G. BOWMAN, Editor
Engineering News-Record

New York—Construction looms as a major bright spot in the 1958 business picture. Total construction outlays (including maintenance and repairs) are scheduled to hit \$67.6 billion. That's a record high—5% above 1957.

Major prop behind the continuing construction boom has been heavy contract construction awards. And new "Engineering News-Record" award estimates point to another good year in 1958.

Based on the new ENR estimates, these awards should hit

(Continued on page 5)

Reuther Faces Problem; U.A.W. Layoffs Mount

Detroit—With the auto makers becoming increasingly adamant and with layoffs mounting, many observers agree that Walter Reuther is in trouble. Will his profit-sharing plan stick as a demand when negotiations start next month, or will it give way once again to the shorter work week?

First news of Reuther's ap-

(Continued on page 29)



Do You Know How You Spend Your Day? —See Picture Story on Page 16



Bituminous Coal Market Weak; Anthracite Outlook Better in '58

Falling Industrial Use Depressing Soft Coal Output and Price; Winter Aids Hard Coal Mines

(Continued from page 1)
comes clearer when we see who's consuming the U.S. produced coal. Domestic consumption in 1957 dipped 8% below 1956. This drop in use at home was offset a good deal by foreign demand. U.S. exports last year rose 17% above 1956, sparked by a 10 million-ton increase in European shipments. But this year foreign demand will not be able to prop the market for U.S. coal as it did in 1957.

Petroleum Prices Cut

The situation on the continent looks something like this: Petroleum price cuts throughout West Germany and France have caused many industrial and private users to switch from coal to oil. And many long-term contracts signed during the Suez crisis are bringing in now unneeded coal. So stocks, especially in the Ruhr area, are piling up at an unexpected rate.

Furthermore, European output is slowly increasing. British Information Services reports the isle's output of coal was up some 1% above 1956 last year. And further production increases are expected in 1958. Stocks in Britain are now almost one-third larger than last year—totaling some 27 million tons. These factors could well lead to a 2-3% decrease in European demand for U.S. coal this year.

Home Front Not Brighter

On the home front the situation is not much brighter. Continued declines in industrial demand could well drop U.S. production by another 4-6% in 1958. Output so far is running 14% below last year.

Big dips in coal use are expected from the steel and railroad industries. Steelmakers' demand for coal dropped 1.7% below 1956 last year. Steel's demand for coal is due to drop again in 1958—a 5% dip is not unlikely.

Rail Coal Use Dropping

Fewer carloadings and greater dieselization will again drop the rails' demand for coal. Down 30% in 1957 railroad coal usage may slip another 10% this year.

Electric utility demand, on the other hand, should increase slightly in 1958. Demand from this sector rose 2.3% over 1956 last year. But downturn in industry's use of electricity may hold the 1958 demand increase to not much more than the boost recorded last year.

For careful buyers it means that spot bituminous discounts

Worthington Corp. Buys Well Machinery Firm

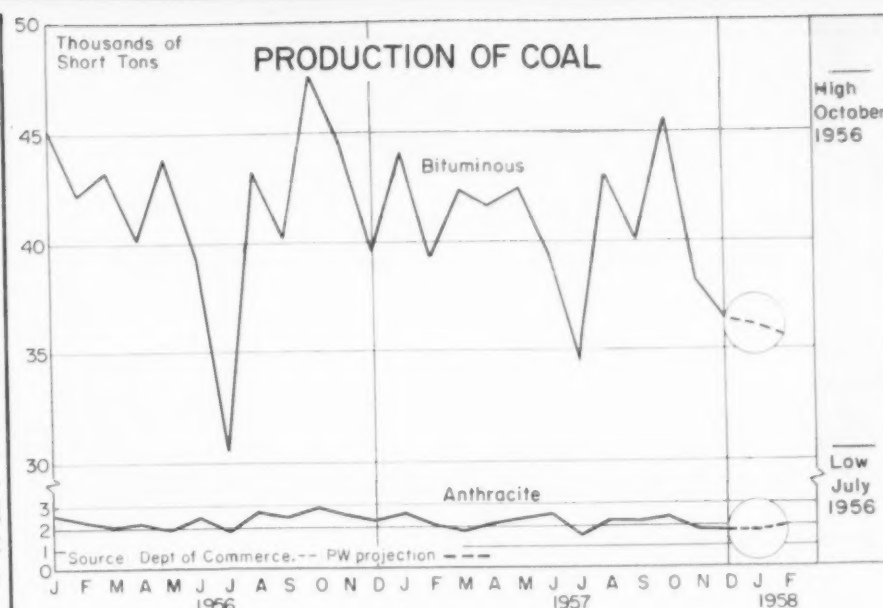
Fort Worth—Well Machinery & Supply Corp., oil well machinery manufacturer, has been purchased by Worthington Corp. in an exchange of stock.

The purchase represented an "additional part of Worthington's program of diversification through related lines of industrial equipment," a company official stated.

the eastern half of the nation should lead to an output boost during the coming weeks.

And it's welcome news to coal producers after a spate of warm winters both here and abroad. A cold March could well put anthracite production into a strong upswing.

Output of anthracite in 1957 dipped 11.5% from 1956, paced by a 13% drop in foreign demand. European needs are likely to remain depressed this year, but Canadian use of U.S. anthracite could rise by 250,000-300,000 tons. This plus upped domestic demand should boost total of U. S. 1958 production some 2-3%.



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Washington Perspective

FEB. 24-
MAR. 2

Insiders expect flamboyant Sen. Robert S. Kerr to make his move in a couple weeks to take over leadership of the powerful Senate Finance Committee.

The Oklahoma oil millionaire, a new deal-type liberal, does not want to wait until next January to fill the shoes of committee chairman Harry S. Byrd, old-line conservative who has announced he will retire at the end of this session.

From now on, you can look for a turn to the left as Kerr begins to assume more committee influence. The sharp-tongued Oklahoman hopes before he gets through to make the Administration's economic policies the No. 1 political target. He will get his chance when the committee reopens its monetary hearings around March 1.

Byrd built a Senate career on abhorring public debt. Kerr holds to the thesis that deficit spending and pump-priming are answers to recession woes. He also favors an immediate tax cut, a boost of \$100 in individual exemptions, to aid consumer purchasing power. He is opposed to any cut in corporate or excise taxes. Byrd, because of his preoccupation with budget-balancing, has been reluctant to propose any tax cuts.

The Democrats pushing Eisenhower for bigger spending to counter the business recession have gotten off to a flying start with the package of proposals offered up by Sen. Dennis Chavez.

Chavez specified six public works programs on which, he says, federal spending can be stepped up by \$1.3 billion in the year beginning next July 1. This would be a boost of about 37% over the \$3.35-billion the administration planned to spend, according to the budget Eisenhower sent to Congress last month.

Chavez in a Senate speech listed projects, state-by-state, which could be stepped up under the Corps of Engineers. They are flood control and rivers and harbors programs, the Bureau of Reclamation program, agriculture watershed programs, building of pollution control plants, and highway construction.

In some cases, he spelled out estimates of the increased number of jobs such an expanded building program would provide.

The White House, on the same subject, brushed off a request by Rep. Wright Patman (D., Texas) chairman of the Joint Economic Committee.

General J. S. Bragdon, the White House special assistant for public works planning said "It is not proper for me to discuss staff studies." He is carrying out surveys at the direction of the President. Bragdon agreed a big step up is possible "quickly if funds are made available." Bragdon, however, gave no indications as to when the Administration might be ready to ask for more money.

Russia has begun stepping up its exports to western markets at the same time free world producers are looking to the east for new outlets. Recent reports point to a possible future expansion of east-west trade:

- Russian shipments of oil to Japan, and aluminum, tin, tungsten, and zinc to western markets are noted as increasing. Production of a number of base metals in the Soviet Union has been stepped up sharply.

- U.S. exports to Russia and her satellites (principally Poland) rose to nearly \$41 million in the first nine months of 1957, including mainly wheat, bituminous coal, cotton, iron and steel mill products, dairy products, agricultural machinery, tallow and used clothing and rags.

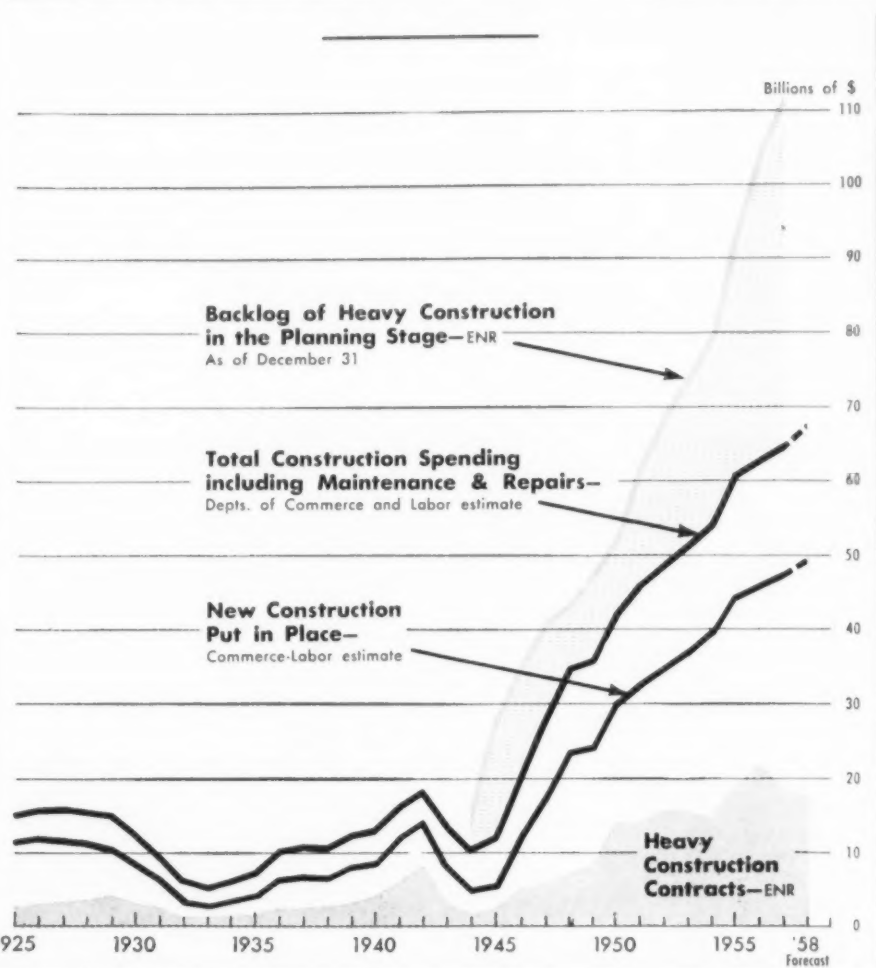
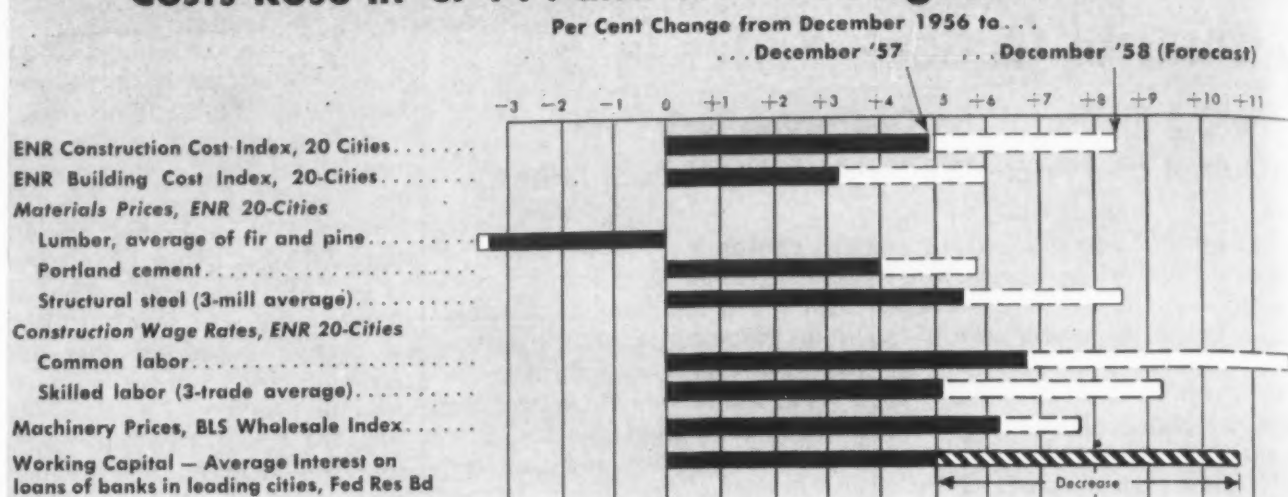
- Free world representatives on the international trade control group known as the coordinating committee are pressing for a new review of the list of strategic items on export to communist countries. These are now limited, as under outright ban, because of their warming potential.

East-west trade is relatively small in both dollar volume and amount of goods. But pressure is mounting for the United States to expand its own trade, and agree to let its allies do the same. The Soviets want United States-Russian talks on the subject.

Weekly Production Records

	Latest Week	Week Ago	Year Ago
Steel ingot, thous tons	1,459	1,445	2,504
Autos, units	101,229	107,028	145,846
Trucks, units	18,614	19,481	24,113
Crude runs, thous bbl, daily aver	7,520	7,325	7,976
Distillate fuel oils, thous bbl	11,961	12,045	14,685
Residual fuel oil, thous bbl	7,615	7,431	8,682
Gasoline, thous bbl	26,559	26,047	26,327
Petroleum refineries operating rate, %	82.3	80.1	89.7
Container board, thous tons	133,062	113,976	140,954
Boxboard, thous tons	126,171	137,540	139,106
Paper operating rate, %	88.1	85.4	96.7
Lumber, thous of board ft	216,432	221,176	225,630
Bituminous coal, daily aver thous tons	1,243	1,353	1,621
Electric power, million kilowatt hours	12,417	12,289	11,946
Eng const awards mill \$, Eng News-Rec	338.5	208.7	374.7

Costs Rose in '57 . . . and Will Rise Again in '58



Looking Into Future Of Construction

These two charts picture the future of construction in 1958. The one above shows how costs have been rising and how they will keep rising.

Chart on left shows how outlays, contracts, and backlogs will fare.

Material on which these charts was based is spelled out in more detail in story by Waldo Bowman, editor of "Engineering News-Record," beginning on page 1 (building looms as bright spot) and continued on opposite page.

Paper Makers Stay Optimistic

(Continued from page 1)

ventories to bring a business upturn in the third quarter of 1958.

Later, Vogel told PURCHASING WEEK he felt a "definite undertone of optimism" at the meeting. Asked if chemical products are making serious inroads into paper-product markets, Vogel said:

"Sure, we've felt some of that. But now paper producers are saying 'if you can't beat 'em, join 'em.' From this attitude you develop products like the new cardboard barrel with an inner plastic bag for containing chemical products."

"Get Down To Business"

Perhaps the most serious "let's get down to business" attitude was shown at the meetings of paper industry salesmen. Glenn R. Spicer, president of the Salesmen's Association of the Paper Industry, told 1,600 salesmen that "there's no room in any salesman's vocabulary for the words 'recession' or 'depression'." If anything has changed the basic economic level today, it has been too much negative conversation. Demand is growing and will continue to grow.

Speaking before the same sales group, Armstrong Cork Co.'s treasurer, Walter E. Hoadley Jr., commented on the paper industry's situation saying, "it's about time we dusted off an old and almost forgotten word, 'normal,' to describe current business conditions."

Pointing out ways the paper

industry can meet current problems, he suggested that manufacturers stop "pushing" products into the market and begin offering products and services "that are drawn like magnets into the market because they meet a precise need."

Several sessions spotlighted industry research. Paper interests are counting on new methods to trim manufacturing costs, and new products to give them a larger share of the market.

Some of the new products are still under wraps. Some are very much out in the open and were widely discussed and and publicized at the meeting.

A new cost-cutting development by American Cyanamid Co.'s paper chemicals department was a topic for many between-the-meeting conversations. The new process gives wet strength to paper and paperboard at a 30-60% reduction in amount of resin required. Getting closer to a dollar-figure, Cyanamid officials say cost of giving papers wet strength will be reduced by 10-20%.

Papermakers concede this cost reduction won't bring an immediate drop in price of wet-strength papers. But they predict the cost-trimming will broaden applications of the wet-strength process, making it economical for low-cost "kraft" papers (used for sacks and heavy wrapping).

Another development, still being given the hush-hush treatment by some papermakers involved, is the recent appearance of metallized packaging paper.

chase of half-ownership in the National Research Council Vaculite Corp. Vaculite's version of the aluminized paper will be on the market by midyear.

One of the bugaboos of aluminum foil has been the difficulty and expense of printing on its surface. Developers of the new metallized paper say their product can be printed by ordinary means. The new papers will also undercut present price of aluminum foil and foil laminates. However, because the new product is porous, it won't be competitive with foil products in such areas as food packaging.

F.R.B. Offers Upturn Bait

(Continued from page 1)

actual effective transfusion of lendable funds immediately available will be considerably less than \$3 billion, but whatever the actual amount "it is hoped that the funds will be put to use in communities around the country on good (business) loans."

Board chairman William McChesney Martin told a Senate committee that the Federal Reserve governors had polled member banks across the country on availability of loan funds in recent weeks. The reports showed a shortage of lendable funds only in scattered sectors among individual banks. It was immediate help for those banks that the governors aimed at. But they obviously also hoped to whet business loan appetites everywhere by advertising availability of funds.

Firm to Study Alumina Method

Concern Seeking Process To Cut Production Costs

Cleveland—A new process for recovery of high grade alumina from low grade ores and coal mine wastes will be developed by a Cleveland-sponsored corporation.

North American Coal Corp. of Cleveland and Strategic Materials Corp. of Buffalo are joint partners in setting up Strategic North American Corporation, which will build and operate plants for the production of alumina and aluminum sulfate and also license in process. The venture is a further attempt by North American Coal Corporation to eliminate the waste piles of reject material from its coal mining and cleaning operations.

The combination of available raw materials, low cost fuel for power and closeness to major markets has important economic possibilities, according to Henry G. Schmidt, president of North American.

Proposed location of the first commercial plant is at North American's Powhatan Mines on the Ohio River, near Bridgeport, Ohio.

The basic process utilizes an acid leaching technique. In contrast to the conventional process which must use imported high grade bauxite, the new method can utilize domestic raw materials high in iron and silica. High grade alumina has been made in the laboratory from coal mine wastes by this process. No acid processes have been commercialized in the past because of high costs and poor product quality. The new process eliminates two of the high cost steps and produces alumina of high purity.

Radio, T.V. P.A.'s Select Officers

New York—The purchasing agents of the radio, television, and electronic industries elected the following officers at their January meeting. They are president, Abe Weissman, Emerson Radio & T.V. Co.; vice president, Bernard Lowe, Adams Labs, Inc.; treasurer, Abe Schneiderman, Olympic Radio & Television, Inc.; and recording secretary, Arnold Sutta, Emerson Radio & Television Co.

Biagio Trimboli, Telechrome Mfg. Corp., was re-elected corresponding secretary.

Gabriel Takes Over Bohanan in Expansion

Cleveland—Gabriel Co. has acquired Bohanan Manufacturing Co. of Los Angeles as part of a long-range diversification program. This move will permit systematic expansion of Gabriel's operations in the missile and aircraft fields.

Bohanan designs and manufactures force ejection systems for missiles and aircraft and hydraulic, fuel, pneumatic, and electrical components for the missile and aircraft industries. Gabriel makes automotive shock absorbers, automotive antennas and missile, aircraft, and surface radar antenna systems.

Venezuelan Chamber To Organize Lobby

Caracas, Venezuela—The American Chamber of Commerce of Venezuela is setting up a permanent lobby in Washington to work for better business relations between Venezuela and the United States.

The chamber will spend \$100,000 annually to maintain a registered lobbyist in Washington and an executive liaison here.

The first target, it was learned, will be United States oil import restrictions which have cut back Venezuelan exports by more than 100,000 barrels daily.

Meets with Government Junta

The chamber committee, headed by Joseph Foss, Caracas real estate executive, met with the full government junta recently to outline plans. Rear Admiral Wolfgang Larrazabal, junta president, said the program was of "vital interest" to Venezuela and pledged full cooperation.

Otis Ellis, Washington lawyer, will serve as lobbyist. Ellis also represents the U. S. Petroleum Jobbers Association in Washington and is technical advisor to the Venezuelan Ministry of Mines and Hydrocarbons.

The chamber, which represents all United States business in Venezuela except oil and mining, said the program will continue even when the oil imports problem is solved.

Construction Drivers End Two-Week Walkout

New York—A New York-Long Island area strike by construction materials truck drivers also began breaking up last week. Teamsters Union drivers of sand, gravel, and concrete trucks ended a two-week walkout by approving a two-year contract agreement retroactive to last July 1. The pact, covering some 1,200 drivers, provided for a 27½¢-per-hour wage increase, higher pension and welfare payments, and various working condition improvements.

The settlement was expected to provide the pattern for settlement of strikes by about 1,500 drivers of plumbing supply, excavation material, and building material trucks.

The strikes had disrupted building construction in New York and Long Island.

Labor Statistics Show Wholesale Price Jump

Washington—The Bureau of Labor Statistics reported that wholesale prices inched up in January. The total index, at 118.7 (1947-49=100) was 0.2 above December level.

The entire gain was due to the farm sector. Industrial non-farm tags actually showed a fractional decline. Details are given in the table below.

Price on DDT Rises

New York—Diamond Alkali Co. is raising the price on technical grade DDT. The 3¢-a-lb. increase is effective immediately for spot customers and on April 1 for contract buyers.

Building Looms As Bright Spot In Economy

(Continued from page 1)
\$17.6 billion this year. That's only 2% below last year and the fourth highest annual volume on record.

The chart at right shows how outlays, contracts, and backlogs will fare.

Looking at the makeup of expected new contract awards gives some clues to 1958 construction. State and local public works will rack up biggest gains.

Providing the lift for this type of construction will be increases of 18% in highway awards, 15% in waterworks, 12% in sewerage, 2% for public building other than housing, and 1% in earthwork-dams-waterways.

All of these types of work except public building will set record highs in 1958. Excluding the \$2 billion in atomic energy plants awarded in 1949 and 1952, public buildings will also set a new high in 1958.

The soft spots are new awards for private construction and for federal public works. The latter, however, may be revised upward if the Administration should decide to boost public works as an anti-slump measure.

Even the 15% reduction forecast for mass housing may prove

too conservative. Some projects are coasting through the planning stage—while owners watch and wait. Loosening of credit reigns and possible general pickup in business activity could boost housing awards.

Here's how some of the other important areas in the construction picture stack up:

Costs—They'll inch up as wage increases provide most of the push and price advances also contribute. The chart above compares cost changes in 1957 and what's expected in 1958.

Contractor Selling Prices—Contractors' bids will rise under the pressure of cost increases. But keen competition will hold them to a smaller increase than in 1957.

Materials—Tags will go up on cement and steel, though by smaller amounts than in 1956 and 1957. A few material prices, including lumber, will ease. There will be ample supplies, good deliveries for almost every item.

Labor—Unions will receive another round of wage hikes, many of which are written into existing

contracts. They'll be smaller than last year—about 11¢ per hour for common labor and 14¢ per hour for skilled labor in the larger cities and somewhat less elsewhere.

Construction Machinery—Orders won't go much above 1957 levels. That plus increased competition means more stable equipment prices in 1958—for first time in 3 years. It's doubtful whether the price rise will average more than 1-2%.

Money—Cash for financing construction will be more readily available. And there'll be lower interest costs on new loans or bond issues (see chart).

Ford Foundation Gives Money to India

New York—The Ford Foundation has given India \$2.2 million to help finance expansion of that country's small industries development program and to pay for machinery and equipment for new and existing facilities.

2 Companies Merge

St. Mary's, Pa.—The merger of Stackpole Carbon Co. and Pure Carbon Co. has been announced. Pure Carbon Co. will become a Stackpole subsidiary, and no changes in operation of either plant are contemplated.

Chemical Plant Opens

Fayetteville, N. C.—A new plant manufacturing cotton and soil insecticides, soil fumigants, and other agricultural chemicals has been opened here. The new facility is owned by Planters Chemical Co., Norfolk, Va.

Thompson Adds Division

Cleveland—Thompson Products, Inc.'s wholly-owned subsidiary Kolcast Industries Inc., has become a division and will be known as Kolcast Industries, a division of Thompson Products, Inc. Personnel and method of operation will remain unchanged.

Neal Co. Made Distributor for Parker

Cleveland—Parker-Hannifin Corp. has appointed R. C. Neal Co., 76 Pearl St., Buffalo, N.Y., as distributor for Parker piston-type hydraulic accumulators. Neal has branches in Syracuse, Rochester, and Elmira Heights, N. Y.

To Sell Consumer Tools

Los Angeles—Consolidated Tool Co., a subsidiary of Pendleton Tool Industries, Inc., plans to make and sell packaged consumer tool products. Previously, the company has concentrated on the automotive, hardware, industrial, and governmental markets.

New sales records for the entire glass container manufacturing industry this year are predicted by Dr. Arthur W. Wishart, president of Knox Glass, Inc., Knox, Pa. Speaking at a recent regional stockholders meeting, Wishart based his prediction on increased demand and new uses for glass containers.

Reich Bros. Establish Los Angeles Branch

Terre Haute, Ind.—Reich Bros. Manufacturing Co., designers and builders of rotary hydraulic drilling rigs and special machinery, has established a branch office at 1201 E. 8th St., Los Angeles, Calif.

Harlan K. Knudson, the company's factory representative, may be reached there in connection with sales and service of Reich rotary drills.

DuPont Opens Operation Of Two Ilmenite Mines

New York—E. I. DuPont de Nemours & Co. took over the operation of two Florida ilmenite mines last week. They were the last two of DuPont's 75 facilities it had not operated directly.

The properties are the Trail Ridge mine and separator plant near Starke, Fla., which the Humphreys Gold Corp. started working for DuPont 10 years ago, and the companion Highland mine near Lawtey, Fla., which opened in 1954.

Ilmenite is a black, sandy ore used to make the whitest pigment known—titanium dioxide—which has widespread applications in the paint, paper, plastics, and other industries.

Distributor Selected

Florham Park, N. J.—Automatic Switch Co. has appointed Electrical Engineering & Equipment Co., 1201 Walnut St., Des Moines, Iowa as authorized stocking distributors of Asco solenoid valves.

Distributor Appointed

Waltham, Mass.—Clevite Transistor Products has appointed R. G. Sidnell & Co., 1229 Westlake Ave., Cleveland, Ohio, as sales representative in Ohio and Western Pennsylvania.

Ammonia Plant Opens

Montreal—Canadian Industries Ltd.'s \$9 million ammonia plant at Millhaven, Ontario, has gone into commercial production. The plant, with a 2,000-ton-per-day capacity, is the only one of its kind in Canada using fuel oil as a raw material, according to the company. Ammonia is produced by catalytic conversion under high pressure.

Clark Buys Truck Stock

Buchanan, Mich.—Clark Equipment Co. has purchased all the capital stock of Brown Trailers, Inc. The acquisition will enable Clark, manufacturers of materials handling equipment, to broaden its scope to include the long distance materials handling market.

Chesapeake Selected

Detroit—The Colonial Broach and Machine Co. has appointed Chesapeake Machinery Co. as sales and engineering representative in the Washington-Baltimore area. Chesapeake will represent the complete line of broaching machines, special machine tools and cutting tools and components produced by Colonial.

B-H-S to Handle Sales

San Francisco—The B-H-S Machinery Co. of South San Francisco has been named sales and engineering representative in the Northern California area for Michigan Tool Co. It will represent the complete line of machine tools, cutters, and checking devices produced by Michigan.

Admiral Buys Building

Philadelphia—Admiral Corp. has acquired 30,000 sq. ft. in a building at 1215 W. Glenwood Ave., formerly occupied by National Biscuit Co., to open its own distribution branch here. The distribution center, to be known as Admiral Distributing Corp., will be under the management of Leo Lisse, formerly with Admiral in Washington, D. C.

P.A.'s Emphasize Second Source

Boston—A worthwhile insurance policy for P.A.'s buying electronics components is finding a second supply source.

This was one of the main points brought out at the New England Purchasing Agents Association forum last week.

Too many times, the forum was told, suppliers can produce one or two of a special item but are not set up for quantity production.

Emphasis Is Needed

The group agreed that too little emphasis is given to the capacity of the manufacturer to deliver in the quantity desired; not thought of is a second source of supply in case the principle source does not work out.

"We've got to get the truth from the manufacturer about the ability of his item to perform," declared Elmer G. Westlund of Raytheon Manufacturing Co.

"We can get them to tell the truth and be sure of their product by waving the dollar sign in front of them. Ask for a penalty clause if the item doesn't come up to specifications."

The problem of afterthoughts and changes in specifications on the part of the company engineer was also discussed. The majority agreed that a good source of supply will usually go along with the P.A. on changes.

"Sometimes it is better to take into consideration the urgency of the change and the cost," Westlund pointed out, "and then it may not prove so necessary for the change in such a hurry."

Discount Must Be Considered

It was also agreed that the purchasing agent must consider a 2% discount offered by jobbers as a saving over buying direct from the manufacturer, plus the service and free transportation to the door.

Another facet of purchasing electronics components is selection and location of good sources of supply.

James Austin of General Electric said that it is helpful to maintain a potential source file garnered from advertisements, pamphlets, catalogues, and even information picked up by word of mouth.

In this respect it was stressed that P.A.s should not hesitate to ask various salesmen coming into their offices for help in locating any item they are experiencing difficulty in finding, even if the salesmen asked do not handle it.

P.A.'s Plan to Attend Akron Campus Confab

Akron, Ohio—More than 100 purchasing agents from this area plan to attend the third annual purchasing conference scheduled Saturday, March 1 on the University of Akron campus.

Highlighting the one-day session will be a talk on "Pushcart Purchasing" by Dr. John H. Hoagland, head of the College of Business and Public Service at Michigan State University.

Two panel discussions are scheduled for the morning, one on "Reports and What to Do With Them," and the other on

"The Challenge of Material Management."

The conference is being sponsored jointly by the Purchasing Agents Association of Akron and the College of Business Administration of Akron University.

Federal Equipment Buys Cutler Mail Chute Co.

Carlisle, Pa.—The Federal Equipment Co. here has acquired the property and assets of the Cutler Mail Chute Co., Rochester, N. Y., manufacturers of mail chutes and boxes for hotels, office buildings, and apartments.

Purchasing Agents Discuss Obsolete Inventories

Springfield, Ohio—Eliminating inventory surpluses and obsolete items is a tougher problem than controlling them in the first place, members of the Springfield Purchasing Agents Association decided recently.

Purchasing executives suggested that once an inventory has become either surplus or obsolete, one way to dispose of it is to circulate a list of the unwanted materials among the company's salesmen, customers, and other purchasing agents.

Members also suggested that

P.A. association meetings are good places to find buyers and to obtain help on over-supply problems.

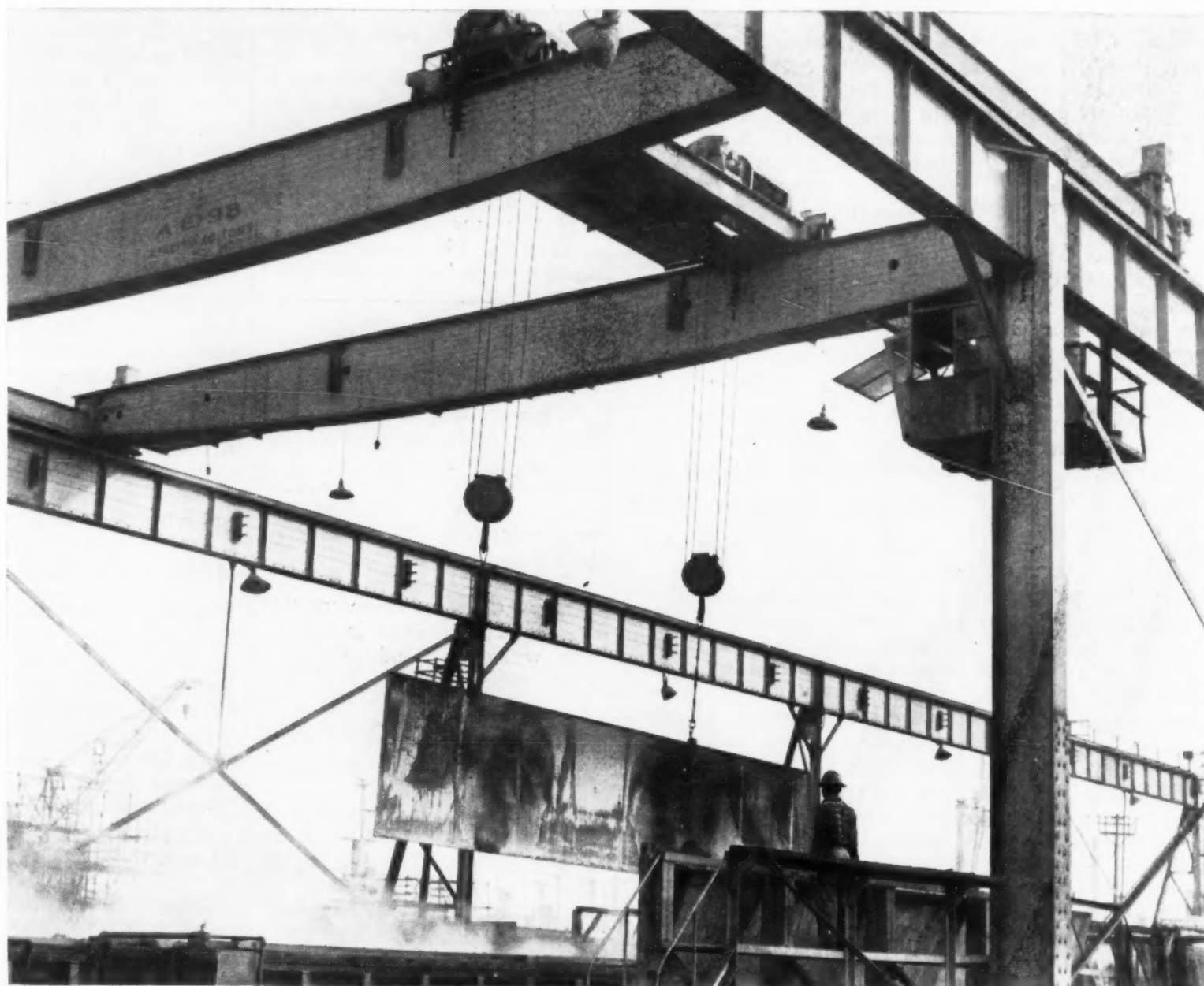
Over-buying, engineering revisions, changing of economic conditions, and manufacturing changes made necessary by increased competition were some of the reasons offered by a discussion group led by Donald Applegate of K & E Foundries to explain how a surplus inventory situation arises.

Ways listed by the group to stop the problem at its source in-

cluded controls in buying procedures, better communications between sales and purchasing departments, and adequate inventory controls with central clearinghouse facilities within organizations to let other departments know what is available.

Engineers have developed a chemical camera shutter that will permit exposures as short as five billionths of a second. The shutter has no moving parts; uses instead a chemical that can be pulsed electronically.

Gulf Metalcoat A has protected this crane for 4 years—working above sulfuric acid pickling tanks! The coating is still in excellent condition.



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Standardization Can Help P.A.'s Impress Management, Director Says

Cincinnati Purchasing Agents Hear Proposal At Association Session; Plans Reviewed

Cincinnati — Standardization, if used wisely, presents a fundamental vehicle to impress on management the importance of the purchasing function.

This is particularly true, declared Richard Rice, Director of Purchases, Whirlpool Corp., Clyde, Ohio, speaking before the Cincinnati Purchasing Agents meeting recently as more plants consider automation.

"Automation and standardization are as analogous as ham and eggs," Rice said.

Standardization Not Restricted

Rice said standardization is not restricted to the dimension or shape of things but can be applied to processes, procedure, and methods as well. He then listed five basic purposes of a standardization program:

1. Eliminate superfluous specifications;
2. develop the best part for a particular application;
3. increase operational efficiency;
4. reduce costs;
5. minimize the number of components in the inventory.

Purchasing agents must necessarily have all the facts possible on a particular standardization proposal, Rice said, and be able to convert them to dollars and cents before going to the boss.

"You as P.A.'s have the ability to call upon the full facilities and knowledge of your supplier in determining the extent to which you are able to profitably standardize your product," he added.

Check Areas Emphasized

Rice then suggested the following areas to check for possible standardization programs:

Fasteners, paper products, lubricants bearings, hand tools, office furniture, sizes of in-plant totes and containers, and various forms.

The Whirlpool P.A. told the meeting that organized cost reduction programs can be effected by a successful program of standardization and "it is the purchasing agent's job to initiate the thinking on a lot of these programs."

Quality Must Be Kept

On the danger side, Rice warned that standardization must never affect product quality and must not destroy valuable originality. It must save time, money or space, function as well or better, and be proven or be capable of being proven.

Since more and more P.A.'s are being accepted into management, he stressed that they must grow in stature and importance and must often take time out to consider their responsibilities.

The prime responsibility, he pointed out, is to obtain parts in sufficient quantity and satisfactory quality at the time required.

"The total responsibility goes far deeper than that," Rice declared. "As the focal point of all outside contact in his company, the P.A. should:

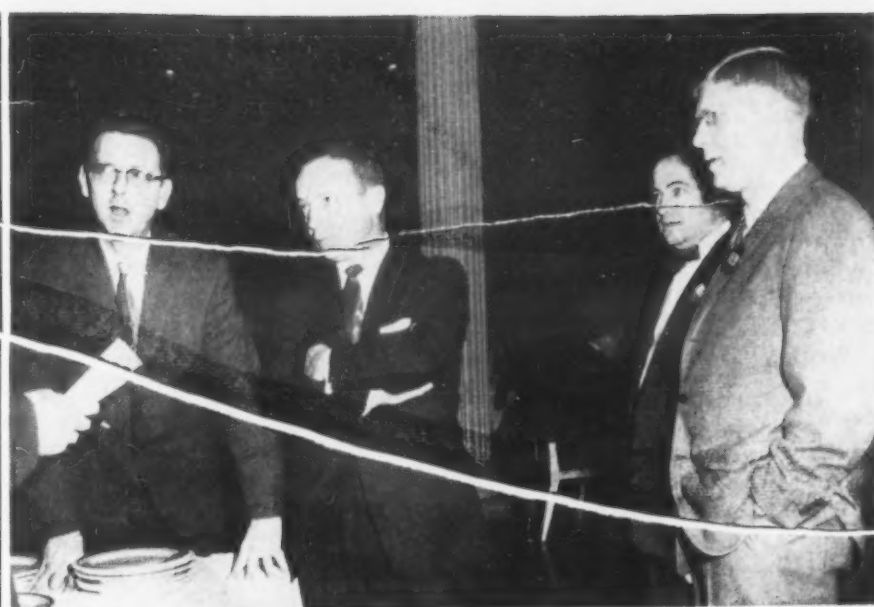
- "Make sure engineering, manufacturing and development departments are aware of all new

methods and developments.

- "Create good relationships between the company and the public.

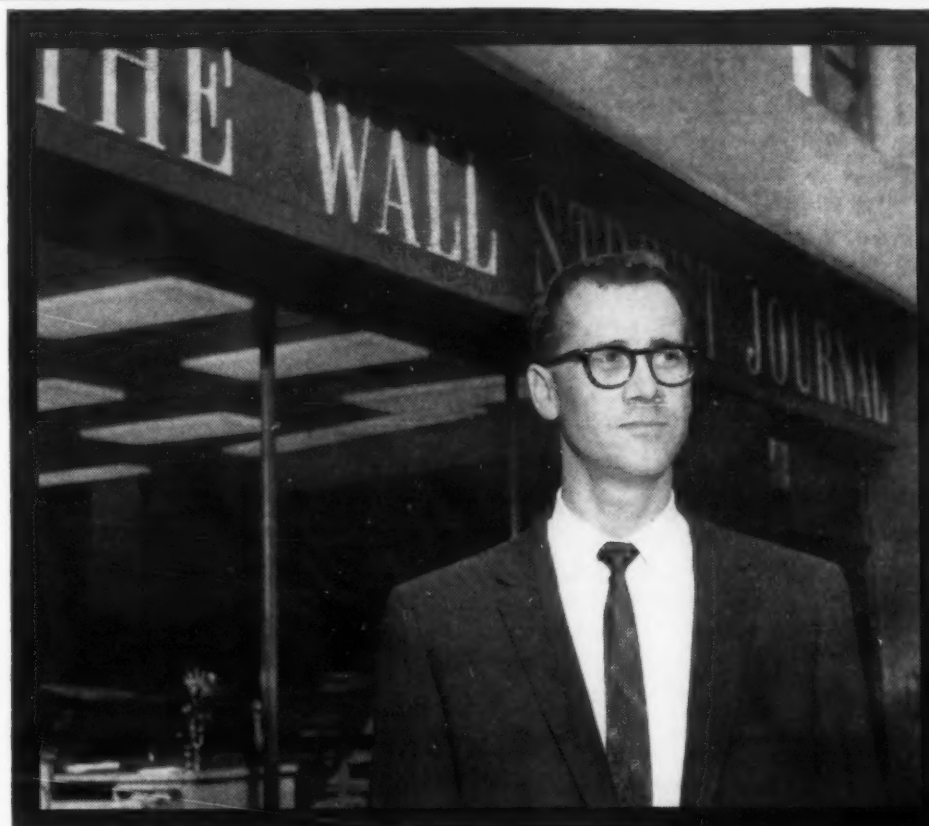
- Have published policy of ethics.

- See that buyers are well aware of same and constantly trained on specific situations.



INVISIBLE MAN gets close attention of four men at Cincinnati Association of Purchasing Agents' meeting. Left to right are Fred Harms, P.A., Baldwin-Lima-Hamilton Corp.; Richard Rice, director of purchases, Whirlpool Corp., who was a speaker; Andrew Hopple, P.A., NuTone, Inc., and president of the local chapter; and Ed Rabe, P.A. for distribution assemblies section, General Electric Co., Evendale, Ohio.

people
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Scott Towels
for
many
reasons:



Mr. Robert F. Scherer, Purchasing Agent, Dow Jones & Company, says:

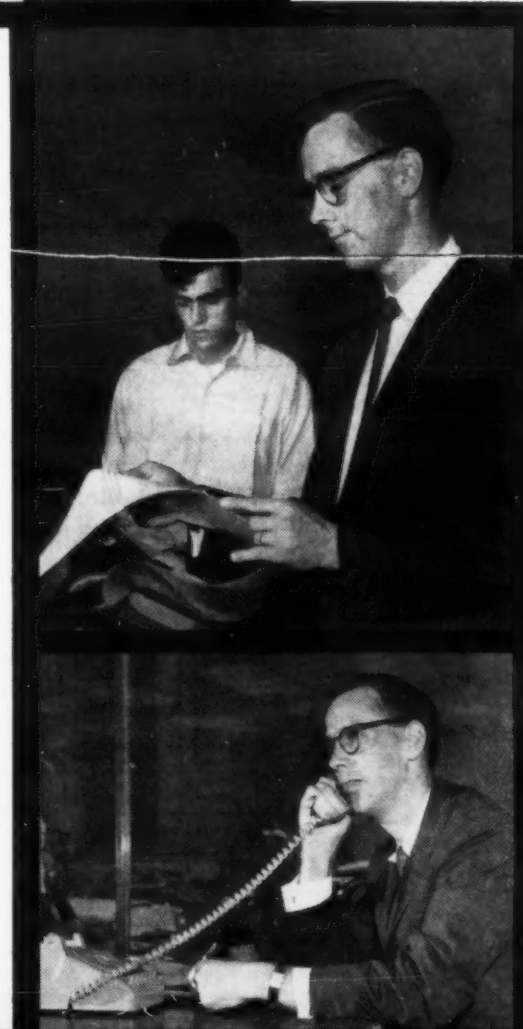
"Scott Towels paid for their own change-over costs within six weeks at DOW JONES!"

Dow Jones switched from roll cloth to Scott Towels for improved sanitation. They found that Scott Towels also cut maintenance costs—with the building superintendent reporting that Scott Towels have made his job easier! "But equally important," says Mr. Scherer, "is the savings realized." We estimated a savings of 23% . . . spent about \$150 on cabinet change-over . . . and after checking usage, we find our savings to be 29%. This has paid change-over costs, inside of the first six weeks! Mr. Scherer adds that his firm is very pleased, too, with the service of the Scott distributor.



Call your Scott distributor today. He's in the Yellow Pages, under "Paper Towels." And watch "Father Knows Best" and "The Gisele MacKenzie Show" on NBC-TV.

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Australian Wool Demand High; Lead Market Hits Lowest Point

Melbourne—The Australian wool and lead industries are at opposite ends of the financial ladder these days.

Australian wool experts claim there may not be enough wool this year to meet the rising rate of demand.

Lead mines in Western Australia are closing down because of the climbing prices and the loss of overseas markets.

For wool, steady to somewhat higher prices are seen in the immediate future although any spectacular move—such as a big entry of communist buyers—could increase prices by as much as 12½%. Industry spokesmen, however, do not expect the present wool price firmness to develop into an excessive trend to higher levels.

The forecast on increasing wool demand is based on reports of progress by Japanese, Italian, German, and French wool textile industries, plus the rundown in United Kingdom and continental stocks of wool and woolen goods after a lengthy credit squeeze.

A small residue of the United Kingdom government wool stockpile is being steadily eliminated. Trade circles now see few oppor-

tunities for obtaining requirements other than in the open markets.

In the lead industry, mine owners anticipate that all lead mines will be closed soon. A few inquiries for shipments to the United States have been received, but these involved relatively small quantities and would barely pay for mine maintenance.

The lead industry has been hit especially hard by Japanese refusal to buy Australian lead.

Shaw Electronics, Ltd. Develops Hygrometer

London—A new hygrometer developed by Shaw Electronics, Ltd., Bradford, England, uses for its detecting element a hygroscopic dielectric measuring just a few microns in thickness. With a 24 carat gold electrode, this forms a capacitor detector only 1 cm in diameter and 6 cm long.

The company says response time of the instrument is approximately two seconds, and moisture content measurements in materials like urea molding powders is better than one part in a thousand.

Japanese Firms Plan to Buy Copper Mine

Tokyo—Two Japanese firms are expected to purchase outright mining rights to a medium-sized copper mine in northern Chile, a departure from the usual Japanese methods of participation in overseas mining ventures.

President Kusuo Okabe of the Nippon Mining Co. is now in Chile reportedly to sign a contract with Bartolome Marre, owner of the copper mine about 10 miles east of Antofagasta.

Marre, it was reported, has offered to supply the Japanese interests with copper ore for one year from another mine until ore

can be mined in quantity at the new site. Daichi Bussan Kaisha is the other Japanese company involved.

ALCOA Will Construct Plant for \$1.5 Million

Cressona, Pa.—Aluminum Co. of America plans to spend more than \$1.5 million for new plant facilities here. This will include installation of a vertical impact extrusion press and equipment to produce sheathing for cables.

Japanese Watchmakers Seeking Export Markets

Tokyo—A group of Japanese watch manufacturers plan to set up a joint trading firm aimed at prying open new wrist watch export markets in the U. S. and other countries.

The Ministry of International Trade and Industry expects the nation's watchmaking trade to grow into a profitable export industry, similar to the camera industry. The plan is scheduled to materialize this month.

The manufacturers involved are K. Hattori & Co., Citizen Watch Co., and Orient Watch Co. of Toyko and Takano Seimitsu Kogyo Co. of Nagoya. They plan to export through the new firm about one million wrist watches, or 20% of Japan's total annual production.

Rhodesian Trust Group Plans Expansion Project

Salisbury—The Rhodesian Selection Trust Group is going ahead with a \$42 million long-term expansion project at its Mufulira copper mine despite world-wide production cuts.

Frank Buch, the mine's general manager, discussing the move said: "This is our answer to the dismal jimmies who are panicking about the copper industry. We have confidence in the future of copper."

The new Mufulira extension, which is known as Mufulira West, is scheduled to come into production in about four years.

Sinclair Cuts Oil Prices

Tulsa—Sinclair Crude Oil Co. is trimming prices for crude oil in Texas, Oklahoma, and the Gulf Coast. Adjustments were made to meet competitive conditions in this area.



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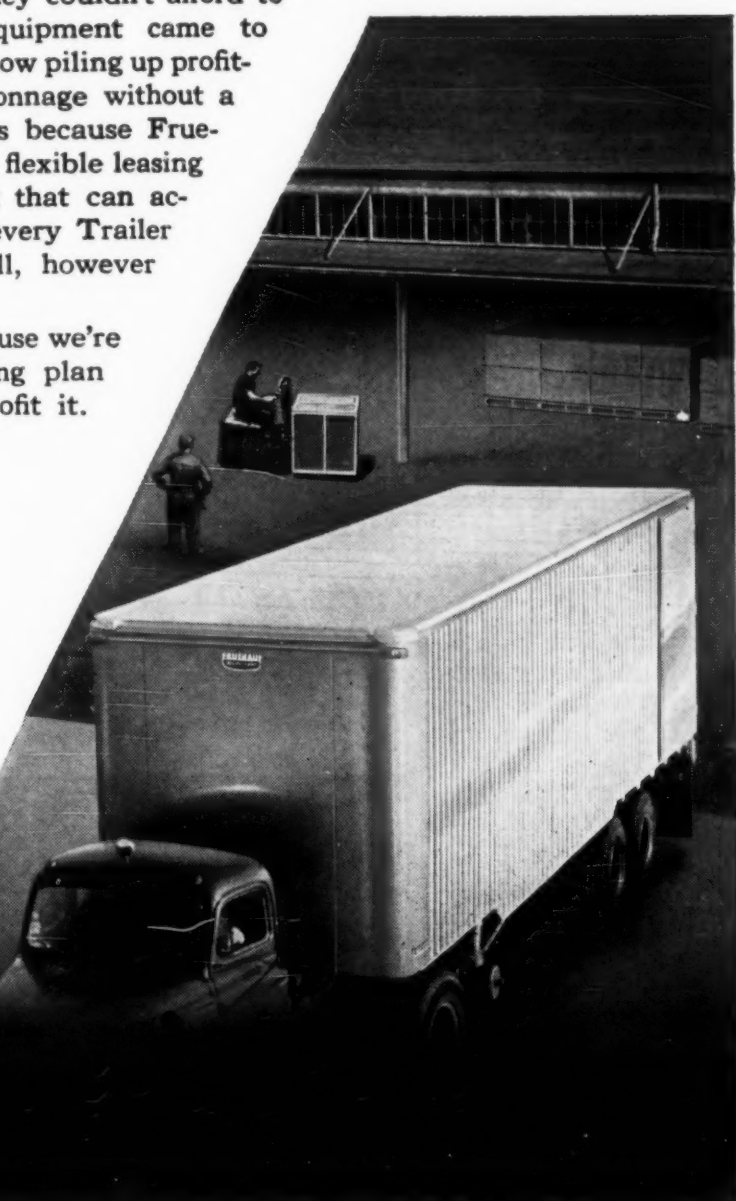
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Foreign Perspective

FEB. 24-MAR 2

London—Despite output restrictions, tin remains shaky.

For one, stateside orders are influencing what's paid here for tin. Londoners didn't expect the slowdown in American demand and that's been a bear point in recent months. They reckon any revival in American buying would hike the tin price overnight. But when this will come is the \$64,000 question.

Then there's the impact of Soviet selling that has become prominent lately. Russian tin deliveries have been larger than anticipated. It's in the cards, too, that they will be stepped up. That could check any price rise tendencies in tin.

Commodity men also point out that the International Tin Council's buffer stock has gone through near \$47 million in buying tin to sustain the price at its internationally agreed minimum. There's not much left in the kitty. A special fund has now been set up to help the buffer stock. But that's a crisis measure.

Djakarta—America is reaping some benefit out of the Indonesian quarrel with the Dutch.

The far-eastern country is trying to diversify, become less dependent on the Dutch for its economic livelihood.

That's the reason behind the Djakarta decision to send part of its tin ore to the United States for smelting. The only tin smelter in the Western hemisphere will get the tin. It's located in Texas City, Texas.

Look for more of these deals as Indonesia gradually severs economic ties with its former masters.

Singapore—One of the ironies in the current Indonesian situation is that Singapore has been profiting by chaos in Indonesia. Though, of course, in the long run—if Indonesians can't find non-Communist stability—Singapore would be first to suffer.

Profit comes from rooking inexperienced Indonesian military leaders who now handle their country's trade. It works this way:

Trade-wise Chinese merchants in Singapore barter for Indonesia's valuable rubber, copra and spices. They pay in old goods which they can't dump anywhere else. Moreover these old goods are unloaded at inflated prices. Result: Singapore merchants make a killing, hard-pressed Indonesia gets fleeced.

This trade, however, is proving beneficial to sterling area as a whole. That's because a large part of Indonesian products arriving in Singapore are transhipped to dollar areas.

Djakarta is technically entitled to pick up dollar exchange in London monthly for such transshipment. But the trouble is Djakarta doesn't have sterling to buy these dollars.

Moscow—Coal deposits, believed to be the richest in the Soviet Union, have been discovered on the Far-Eastern peninsula of Kamchatka. The area also has deposits of oil, metals, sulphur, and peat.

Coal seams 35-ft. thick are said to extend 600 miles along the West Coast of the peninsula. It is estimated the coalfields will yield about 8,000 million tons.

Oil has been found in several districts—and peat deposits are being surveyed.

Metals found on the peninsula are said to include copper, molybdenum, and mercury. Kamchatka contains also large deposits of natural sulphur.

Plans are going ahead for the erection of a power station there using the area's natural underground steam.

Buenos Aires—Dollar trouble is plaguing our neighbor to the South.

The trade deficit with the U.S. is increasing continually. During 11 months of 1957, Argentine imports from the U.S. jumped to \$288.7 million, against \$212.7 million in the corresponding period of the previous year.

Exports to the U.S., however, showed practically no improvement. They rose from \$102.8 million worth in 1956 to only \$103.5 million last year.

Reasons: falling international prices for various Argentine export commodities and the country's rapidly increasing import requirements.

If the trend continues, it could eat dangerously into Argentina's foreign reserves.

British Copper Use Shows Increase

London—British consumption of unwrought copper in all forms rose slightly in 1957, reaching 641,500 long tons. This compares with 633,100 long tons in 1956.

The 1957 figure includes 507,500 tons of refined copper, 134,000 tons of copper in scrap.

December consumption fell by 7,000 long tons to 48,600 long tons. This compares with 55,600 long tons in November and 60,000 in October. Fourth quarter total of 164,300 long tons included 131,800 refined copper and 32,500 in copper scrap.

Stocks of copper (excluding scrap) in the United Kingdom rose by 10,000 long tons during December and amounted to 91,500 at the end of the month (20,600 blister, 70,900 refined), compared with 59,600 at the end of December, 1956.

Australia's Laboratory Develops Measuring Gap

Melbourne — A measuring spark gap has been developed for peak voltage measurements up to 140 kv. The development was made in laboratories of Australia's Commonwealth Scientific and Industrial Research Organization.

Crossed cylinders are used instead of the more conventional spheres, and the gap is not only easier to manufacture but it is much less sensitive to nearby objects.

Only one calibration is required for D.C. of either polarity, A.C., impulse voltages, and for grounded or insulated electrodes. The maximum field strength between crossed cylinders has been calculated and the puncture strength of air for this electrode configuration has been deduced.

Japan Sets Steel Record

Tokyo—Japanese iron and steel production hit a record high of 27,877,000 tons for 1957. Steel ingot output was 12,564,000 tons, rolled steel 8,878,000 tons, and blast furnace pit iron 6,435,000 tons. According to the Japan Iron & Steel Federation survey, these figures show an increase of 12 to 14% over 1956.

Expansion Nears End

Toronto—The \$1 million expansion program of Imperial Oxygen, Ltd., and Liquid Carbonic Canadian Corp., Ltd., is nearing completion. With the expansion of existing facilities, output of oxygen will be increased to six times its present capacity. The plant will also produce nitrogen, argon, and oxygen in liquid form.

Yugoslavs Seek U. S. Trade Increase

Bonn — A Committee for Studying and Promoting Trade with the United States is reported to have been founded in Belgrade at the initiative of the Yugoslavian Foreign Trade Chamber. The committee consists of 21 members belonging to the most important industrial and foreign trade companies in Yugoslavia.

Italy Will Seek Foreign Markets For Synthetic Rubber, Fertilizer

Milan, Italy—Italy will become a stiff competitor in the synthetic rubber and nitrogen fertilizer trade picture this year.

A \$100 million rubber and fertilizer complex goes into commercial production next month near Ravenna. Besides wholly satisfying domestic needs, it will have sufficient initial capacity to export 10,000 tons of synthetic rubber and 100,000 tons of fertilizer during 1958. These figures will be tripled in three years.

The Ravenna project marks Europe's first large scale production of synthetic rubber. Output up to now consisted of a few

thousand tons a year from Germany. The 465-acre complex is an operation of the Azienda Nazionale Idrogenazione Combustibile, the petro-chemical group of the Italian Government's gas and oil syndicate.

A.N.I.C. rubber—type GR-S—will be produced initially at an annual rate of 35,000 tons, then boosted to 55,000 tons by 1960 with completion of a second Ravenna rubber plant. Almost all of Italy's synthetic rubber has been imported from the United States and Canada.

Fertilizer output will start off at a 400,000-ton annual rate, with full capacity of 650,000 tons scheduled for next year.

The new plant will use methane extracted from adjacent fields as an energy source for its 120,000-kw power station. This low cost operation is expected to make Italy a factor to be reckoned with in the world rubber and fertilizer markets.

India Plans Exporting Of Iron Ore, Manganese

New Delhi—Prospects seem to have brightened for "large-scale export" of both manganese and iron ore to Japan and Czechoslovakia from India's border districts of Mysore state.

It was learned that when the Czechoslovakia Prime Minister visited India recently, he personally furthered negotiations in talks with the Mysore Chief Minister.

Two Japanese missions are currently touring the state to survey its mineral resources. The mission's aim, however, is to scrutinize transport facilities from the mines to the ports on the east and west coast.

Mysore state's contribution to the 2,120,000 tons of manganese and iron ore exported from this country last year was 700,000 tons. The state now has started on a \$50 million scheme to tap and exploit what are said to be "vast tracts" of these ores.

Casting Engineers Plans New Fabrication Concept

Chicago—Casting Engineers Inc., a division of Consolidated Foundries & Manufacturing Corp. and a large producer of investment castings for commercial applications, expects to spend more than \$1 million in the next two years to introduce a new concept in precision fabrication.

This new concept, the company says, will provide the ultimate user with parts possessing both the inherent advantages of investment castings (the use of alloys not easily machineable), the features of precision forming (closer tolerances, high-density, high-strength parts), and, in most cases, at a cost lower than that when a specific production method is used alone.

Whitehall Labs to Build Plant in New Jersey

Hammonton, N. J.—Whitehall Laboratories division of American Home Products Corp. plans to build a one-story manufacturing plant here which will contain over 100,000 sq. ft. of space and employ over 100 people.

The plant will turn out the entire line of Whitehall products, including Anacin, Freezezone, Heet Liniment, Kolynos toothpaste, and others. Whitehall's main plant is at Elkhart, Ind.

Japanese Firms to Work Indian Iron Ore Mines

Tokyo—Three of Japan's large steel manufacturers have made preliminary agreements with an Indian mission for Japan to develop Indian iron ore mines. In turn, these mines would supply Japan with ore at stabilized prices on a long-term basis.

Although which mines are to be developed has not been set, Yawata Iron & Steel, Fuji Iron & Steel, and Nippon Steel Tube, under the agreement, would supply plant exports and import about 2 million tons of iron ore annually by 1965.

British Oil Firms Cut Oil Products Prices

London—Major oil companies in Britain cut wholesale prices of gasoline, kerosene, aviation fuel, and all vaporizing and diesel oils last week.

Price of kerosene was reduced a halfpenny to one shilling and sixpence (21¢ a gal.). Aviation turbine fuel and gasolines, except the lowest grade, was cut by one penny, all diesel oils by half-penny, and vaporizing oil by one fourth of a penny.

Southern Rhodesia Plans Increase in Asbestos

Salisbury—Southern Rhodesia plans to increase production of low grade asbestos for export to the U. S. and Canada. The government's decision to forgo its royalties on the two lowest grades of asbestos will give the producers an increased profit of \$4 to \$5 per ton.

A Southern Rhodesian Mines Department official stated, "This is a big opportunity to break new ground."

Plans Reactor Controls

London—Britain plans compulsory inspection and insurance of all nuclear reactors. The government is preparing a bill requiring that all reactor owners be licensed by the government and be able to pay compensation up to \$14 million for any one incident.

Purchasing Week

330 West 42nd St., New York 36, N. Y.

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TV. Show Gives P.A.'s a Lesson

Purchasing executives have a problem in keeping up to date on a variety of subjects. Time, it seems, just never permits doing all the things necessary to keep abreast of developments in our fast moving economy.

Actually, as we all recognize, the problem is not exclusive to purchasing; it is shared by many in diverse occupations. It is for this reason that we are reprinting an editorial that appeared recently in "American Machinist." The advice, we think, is equally as pertinent to purchasing men as to production men, or, for that matter, as to doctors. With only one change, a substituting of the word "purchasing" for "production" in the second sentence, here is the editorial:

One night last month as we were watching Westinghouse Studio One on television, we sat suddenly upright in our easy chair and our hackles trembled with emotion. That man is describing perfectly the problems of the typical purchasing man today, we thought. The play was "No Deadly Medicine" by Arthur Hailey. Ostensibly, it was a play about doctors, but don't let that fool you. Mr. Hailey's view was far more universal.

Dr. Pearson heads the Pathology Department of a hospital. Now a fatal blunder has forced his resignation, a blunder caused by failure to keep up with new developments, a blunder that caused the death of a baby. Here, through courtesy of CBS Television, are Dr. Pearson's (played by Lee J. Cobb) final words of advice to the brilliant young man who has replaced him:

"You're young. You're full of spice and vinegar. That's good. You know your stuff, too. You're up to date. You know things that I never did, never will now. Take my advice and try to keep it that way. It'll be tough to do, make no mistake about it. You'll sit in that chair, and the phone'll ring, and the administrator'll be talking about budgets. The next minute there'll be trouble in the lab, and you'll have to smooth that out. Then the doctors'll come in, and they'll want this bit of information, and that.

"And you'll get the salesman—the man with the unbreakable test tubes and the burner that never goes out. And when you're through seeing him, there'll be another and another and another. And then there'll be committees to go to. And at the end of the day you'll wonder what happened to it, and what you've accomplished, what you've achieved. And that's the way the next day will go, and the next, and the one after that. Until you find a year's slipped by, and another, and another. And while you're doing all this you'll send other people on courses to hear about the new things in medicine—because you can't take time out to go yourself. And you'll quit investigating and research. And because you work so hard, you'll be tired at nights; and you won't feel like reading about medical things.

"And then suddenly, one day, you'll find everything you knew is out of date. And that's when it's too late to change. . . . Listen to an old man, David, who's been through it all, who made the mistake of falling behind. Don't let it happen to you. Lock yourself in a closet if you have to. Get away from the phone and the files and paper, and read and learn and listen and keep up to date. Then they can never touch you, never say, 'He's finished, all washed up, he belongs to yesterday.' Because you'll know as much as they do—and more. Because you've got the experience to go with it. . . . Well, that was quite a speech. I guess I'd better go."

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"When I told my husband that I would teach you how to buy, I meant it."

Your Follow-Up File

We Recognize Your Write to Your Opinion

Not Quality, but Lack of It, Bothers P.A.

Freeport, Ill.

The opportunity offered in your Feb. 3 "PURCHASING WEEK Asks You . . ." has prompted this letter, and I sincerely hope you find my question of sufficient significance to secure some answers from the buying fraternity, particularly those concerns producing precision products.

The following figures show a trend in "quality" covering all commodities purchased and rejected over the past three years at Micro Switch.

	Shipments		
	Rec'd. & Inspected	Rejected & Returned	% Returned
1957	11,956	857	7.2%
1956	12,074	628	5.2
1955	10,325	560	5.4

The increase of 38.5% over 1956 disturbs us no end (mildly speaking). We buy from the best vendors in the business. We pay, without question, for top quality products. We are willing in all cases to pay for exacting and close tolerance work. Management of our important vendors are concerned with the problem, but in too many cases they seem to be unable to reduce rejections or cope with the situation.

During the past year we held a Vendor "Quality" Seminar. We have a quality-control man visiting vendors periodically and assisting in inspection problems. We furnish all vendors with inspection prints and gages where applicable. We started to rate vendors this year, and with important vendors, know their plants, their capabilities, and their limitations. But the high rate of rejections persists.

It is evident in most products produced and sold to the consumer today. Could it be too many workers have lost sight of "Pride in Workmanship"? To be sure, I think I know most of the reasons for today's poor quality coming off production lines. Also, I believe it is a problem all businessmen are facing.

It would be interesting and important to learn from a cross section of P.A.'s if they are experiencing the same trend, their ideas for the reason, and what are they doing toward solving the problem.

W. L. Young
Purchasing Agent
Micro Switch

P.S. I am very happy we became a charter subscriber to PURCHAS-

ING WEEK. The up-to-date and factual information presented each week in the manner you have chosen is a "must" reading for our department.

• We are following through on Mr. Young's suggestion; we are obtaining opinions from leading purchasing executives for publication in a future issue in our regular feature (see opposite page) "PURCHASING WEEK Asks You . . ." If you have any opinion on the subject or if there is a question you would like answered by other P.A.'s, just drop us a note.

Now He's Interested

Hillside, N. J.

It was with interest that we read the article on ITV ("ITV—Can Your Company Use One?" page 14) in your Jan. 20 issue.

Until now it was thought this media was too costly to investigate. Would you, therefore, furnish us with the names of some manufacturers?

May I take this opportunity to offer my congratulations to the entire staff. It is this type of reporting that will assure you of a long and successful future.

Robert C. Ellis
Purchasing Agent
Dillon-Beck Mfg. Co.

• If you're also interested, manufacturers' names are available.

PURCHASING WEEK Asks You...

Where do you feel the greater advantages lie, in local or decentralized purchasing or in centralized purchasing?

Question from: A. L. Prentice, Vice President of Purchases, New York Central Railroad, New York



Ralph R. Siller

State Purchasing Commission, Tallahassee, Fla.

"Approximately two years ago the National Industrial Conference Board stated that a slow drift toward decentralized purchasing was evident. They had made a study of 212 organizations. Three out of five were changing in the direction of dispersing purchasing authority.

"The report further pointed out that at one extreme there were a few concerns that placed all authority in a central purchasing department and gave no indication of any local buying activity. At the other extreme, there were companies that permitted each plant to purchase all its own needs through local or plant purchasing departments. The practices of the great majority of multi-plant companies fell somewhere in between these extremes. The majority of the companies surveyed found it desirable to utilize the best features of each approach.

"It is my opinion that the purchasing function of each individual entity should be guided by what offers the most effective results, whether it be centralized, decentralized, or a combination of both. In view of the trend indicated and studies of both systems, it appears the best approach to the purchasing function of any large installation might be found in a decentralized purchasing activity under central control."



C. B. Denniston

Hunter Engineering Co., St. Louis, Mo.

"Being the purchasing officer for a one-plant operation, I favor centralized purchasing. In this instance I am distinctly referring to the company wherein various departments are granted the privileges of selection. This is based on an assumption or argument that no man can be expected to be thoroughly familiar with all the characteristics and properties of all the items he has to buy or with all the uses to which they are to be put.

"Those, I believe, who urge this argument against centralization misunderstand the nature of the procurement function. It is not, in my opinion, the duty of the purchasing officer to decide for a requisitioning department what it should use. The impor-

tance of a purchasing officer's job is to buy efficiently the best product at the best price and in the right quantity and not to dictate engineering policies.

"For a multiple plant operation I favor what I term central-decentralizable control of purchases. This means contract of purchases are made by the general purchasing officer of all materials and supplies which it is practical to buy through the central purchasing department. Local plants are allowed to procure in their areas only such items as are required for emergency, various reasons of good will, and quick obsolescence.

"The advantages of centralized purchasing to me are so great that percentage-wise I would favor this partial-type program only on the basis of 75% centralized and 25% decentralized. Here are a few of the advantages of centralized procurement as I see them: 1. Consolidation of quantities resulting in quantity discounts, 2. Prompt payment of bills (taking advantage of cash discounts), 3. The regulation and control of inventory, 4. Better coordination and elimination of working at cross purposes.

"I realize that any system depends entirely on management procedures and outline of policy, geographical location, and product. But, I do believe the approach stated above is usable and will bring about the best results from a purchasing standpoint."



William E. Lind, Jr.

A. R. A. Mfg. Co. of Fort Worth, Texas

"In our case, each company has its own special set of conditions which it must meet to maintain efficient production and the correct flow of merchandise to satisfy its customers' buying habits. Thus, with purchasing decentralized into separate companies, the purchasing department is in intimate contact with the immediate and long-term needs in its particular company. This immediate contact and the related ability to act fast on all requirements is very vital for smooth operation and for maintaining satisfied customers."



Girard E. Georger

Central Steel Construction Corp., Buffalo, N. Y.

"The company's policies, size, location, and standards play an important part in how purchasing functions. In centralized purchasing orders are

able to generate with the least amount of channeling, thereby allowing the placing of an order without loss of time. In decentralized purchasing, purchases exceeding a fixed dollar value must be sent to the nucleus office for consideration before any placing can be done by the decentralized office. Centralized purchasing is able to work closer with other department heads, enabling closer control with engineering, manufacturing, and management. By having such a situation, purchasing is able to have a more direct and faster control on any change affecting materials on order. Having departments decentralized can mean delays, loss in money, and even total rejections."



Mark W. Laibe

Goodyear Tire & Rubber Co., Akron, Ohio

"Because of the geographical location of subsidiary plants, the desirability of local supply sources, and the time element, the purchasing function cannot be handled completely by a centralized purchasing organization. Conversely, it cannot be decentralized completely without the loss of advantages from combined 'purchasing power' of several or all plants. Consequently, the purchasing departments of subsidiary plants are charged with the responsibility of procuring a broad list of materials and service, while certain items of general use are covered by arrangements made by the centralized department. The proper approach, therefore, is neither a completely centralized nor a completely decentralized operation, but rather a decentralized one with centralized control."



Leigh MacArthur

Western Service & Supply Co., Seattle, Wash.

"At least as far as food purchasing is concerned, the greater advantages lie in centralized purchasing. There is a time saving to both the buyer and seller in filling and receiving orders. Less personnel is needed to place orders. Pricewise, savings are greater because of larger-quantity buying. Purchases can be made from fewer purveyors who, in many cases, give quantity discounts on larger orders. By using fewer purveyors, bookkeeping is simplified in that fewer accounts are handled. My company does the buying for three large hotels, doing work formerly done by the individual chefs. Now the chefs can spend more time supervising the preparation of food."

Business Not As Bad As It's Painted Says Shillady

Shreveport, La.—Business may be slow but it's not as bad off as some people think, Robert E. Shillady, president of the N.A.P.A., said last week.

Commenting on his observations while touring the nation as N.A.P.A. president, Shillady said business appears to be undergoing a "quite rapid change" which is not uniform "but is spotty."

"I feel that the proposition of slowing down is all for the good," Shillady told the Shreveport Association of Purchasing Agents. "We've been going at a tremendous pace."

"It's not bad to get an element of stabilization and still be at a

reasonable level," he said. "If you don't get stabilization (in business conditions), you will take a nosedive."

Shillady, general purchasing agent for the New England Electric System, said he feels that the period of "evening out" of the stabilization will be longer away than the mid-year predictions of many economists.

"The outlook is not as blue as it might seem, but neither is it as rosy as it has been in the past," Shillady said.

Shillady said he does not anticipate any immediate or appreciable break in prices, either for consumer goods or industrial

materials and supplies.

He said he has observed a pessimistic attitude toward the outlook for business in the North, Northeast, and mid-continent. However, he said, in the Southwest, where the oil and gas industry is a strong factor, business appeared to be feeling no pain. He said at New Orleans "things were booming," highlighted by a "revitalization and new attitude."

New officers of the Shreveport association presided at the meeting. They are Roy Ball, Interstate Oil Pipe Line Co., president; C. Maier, Lone Star Steel Co., first vice president; S. E. Randolph, Carthage Corp., second vice president; A. P. Taylor, Peerless Supply Co., secretary-treasurer.



"How about having lunch with me today?"

New York P.A.'s Stage Sales, Purchasing Fete

New York—More than 800 purchasing, sales, and management executives attended the 27th annual purchasing-sales dinner of the Purchasing Agents Association of New York held recently.

Gene Flack, sales counsel and advertising director of Sunshine Biscuits, Inc., addressed the dinner, presenting the salesman's view of the "Purchasing Agent of 1958."

International Purchases Harbor Plywood Land

Portland, Ore.—International Paper Co. has purchased timber rights, roads and other property in the Lewis River area of Western Washington from Harbor Plywood Corp., Aberdeen, Wash. for approximately \$17 million.

Harbor said it has decided to discontinue production of a general line of plywood which included lower grades and concentrate on specialty plywood products.

Oklahoma City P.A.A. Nominates King as Head

Oklahoma City, Okla.—Ira King, purchasing agent for Pan-American Petroleum Co., has been nominated for the presidency of the Oklahoma City Purchasing Agents Association to succeed Royal A. Brust of Tinker Airforce Base.

King heads the slate to be voted on at the group's March 4 meeting. Other nominees are:

Others are first vice president, Charles Harville, Oklahoma City public schools; second vice president, R. J. Hood, Jr., Republic Supply Co.; secretary, W. L. Carey, Tinker Airforce Base; treasurer, W. R. Bowman, Oklahoma Publishing Co.; national directors, Royal A. Brust of Tinker, and Carl E. Deffner, Armour & Co.

Potash Output Reduced 10%

Chicago—International Minerals & Chemical Corp. ordered a 10% reduction in February work week schedules at its Carlsbad, N. M., potash division. But the company said it expects March and April business will make up for the February cut-back.

Trade Show Items Termed Unique

New York—The New York Trade Show Building was the scene last week of what has been termed the world's most unusual trade show—the annual exhibit of the institute of surplus dealers. Eighty-seven exhibitors showed their wares to almost 7,000 registrants during the four-day show—Feb. 14-17.

Bad weather kept attendance down about 500 from last year, but buyer interest was reported high.

Offered for sale was everything from miniature parachutes at \$1 each to a deactivated atomic power plant—no price, and no takers. Practically all materials on display were Federal government surplus. Some items were new and some industrial surplus.

One sale reported was a large quantity of Air Force high-altitude pilot helmets. Buyer: a major West Coast movie studio. A studio spokesman said they were to be used in a forthcoming space flight movie series.

Exhibitors were also in a buying mood. One dealer posted an offer: "we buy undeveloped x-ray film." Questioned, dealer said he extracts silver deposits on film for resale.

Universal Marion May Acquire Scullin Steel

St. Louis—The board of directors of Scullin Steel Co. has approved a proposal by the Universal Marion Corp., Marion, Ohio, to acquire Scullin assets through exchange of stock.

Scullin, founded in 1899, produces bolsters, side-frames, and coupler yokes for the railroad industry. Stockholders will vote on the proposal April 14.

Canadian Textile Confab At Montreal, May 6-8

Montreal—The Canadian Textile Conference, expected to be the largest gathering of its kind ever held in Canada, is scheduled for the new Queen Elizabeth Hotel here May 6-8.

The primary textile industry employs more than 82,000 people, and representation of all is planned at the conference. In addition, the program will include a place for allied industries which supply raw materials to textile mills, and for clothing manufacturers, retailers, and consumers.

St. Louis C. of C. Asks More Home Trading

St. Louis—The small business committee of the St. Louis Chamber of Commerce is asking purchasing executives to help in a plan to encourage trading in the St. Louis area.

The committee urges purchasing officers of local firms to consider St. Louis area manufacturers, distributors, and suppliers when raw materials, products, or services are being sought.

A. Jack Becker, chairman of the committee, announced the plan before a recent meeting of the 500-plus club at the Missouri Athletic Club. He said that of 468 manufacturing classifications listed by the Federal Census Bureau, firms engaged in 347 of these activities are located in and around St. Louis.

Antimony Price Down 4¢ lb.; Last Raise in '55

New York—The National Lead Co. is reducing antimony prices by 4¢ a lb. That's the first price change since August 1955. At that time tags were raised by 4½¢ a lb. Reduced demand is behind the reduction.

The new price on R.M.M. brand is 29¢ a lb., bulk, F.O.B., Laredo, Texas. Lone Star Brand now sells for 29½¢ F.O.B. Laredo.

Shaw Insulator Co. Adds Space to Plant Facilities

Stroudsburg, Pa.—Shaw Insulator Co. has added 6,000 sq. ft. to its new 15,000 sq. ft. plant in order to handle increased custom-molding requirements.

The new facilities, the company said, are specially geared for production of thermosetting plastic parts for the appliance, automotive, aircraft, and communication industries.

Kennecott Doubles Copper Capacity

New York—Kennecott Copper Corp.'s new electrolytic copper refinery under construction near Baltimore will have more than double the capacity originally planned.

The initial 7,000-ton monthly capacity will be upped to 16,500, Kennecott announced last week. The refinery, to cost \$30 million and employ 570 workers, is expected to be in operation in 1959.

Textile Workers Union Will Not Seek Overall Increases, Fringe Benefits

New York—The Textile Workers Union has decided a big portion of its membership must do without major general wage increases or additional fringe benefits this year.

The Textile Union, in a policy meeting here a week ago, said it will seek only a one year extension of contracts covering 30,000 members employed in basic New England cotton-rayon mills. And for 20,000 other millhands in northern woolen and worsted mills, it will bargain only on a company-by-company basis.

"We richly deserve wage increases," union president William Pollock said. "But we must face the facts of life in our industry."

An exception to the general

decision to forego or tread lightly in wage demands was a union okay to seek general wage hikes for some 15,000 members in specialized cotton-rayon mills where such items as surgical gauze, necktie fabrics, novelty drapery goods, and high-styled silk-rayon cloth are produced. These mills are centered in New England, New Jersey, and Pennsylvania.

Kollsman Instrument Co. Signs Wage Contract

New York—Acceptance of an 18-month contract providing for a series of wage increases ended a three-week strike of 4,400 employees of Kollsman Instrument Co. last week.

Victor E. Carbonara, Kollsman president, said the company would make every effort to make up delivery delays caused by members of the International Association of Machinists walkout. The settlement provided for a 3% wage increase retroactive to Jan. 1, a 2½% increase beginning next July 1, a cost-of-living clause effective Sept. 1, and a company-paid pension fund premium of 5¢ per straight-time-hour effective April 1, 1959.

N.O.M.A. Meeting—Show To Be Held at Chicago

Chicago—The National Office Management Association will hold its annual business conference and machinery and equipment exposition at the Conrad Hilton Hotel here May 25-28.

Many executives are already signed up for the three full days of conference sessions, starting May 26. Topics covered will include latest management techniques and current problems facing supervisory management.

N.O.M.A. expects more than 40,000 persons to view the new office equipment and machinery on display for three days. Over 120 leading manufacturers and suppliers of office furniture, equipment, systems, machinery, and supplies will exhibit.

Aniline Oil Price Cut

New York—American Cyanamid is reducing prices of aniline oil by 10%. New tank car price is 18¢, down 2¢ from previous quote. This oil is used for making dyes.

Rubber Firms Set Pension Airings

Akron, Ohio—All major rubber companies will begin negotiations in the next two months with the United Rubber Workers on pension and insurance agreements.

Five-year pension agreements, which run until 1960, provide that reopening notices may be served on the companies this year. Goodyear already has received its notice and the others—Goodrich, Firestone, U.S. Rubber, and General Tire—will receive their notifications before the month is over, the U.R.W. said.

The union is seeking "substantial improvements" in both pensions and insurance. In all the U.R.W. has pension and insurance agreements with about 100 rubber firms, all eligible for reopening this year. These companies include about 90% of the U.R.W.'s membership.

A special conference to set insurance and pension goals has been set for the U.R.W. for Feb. 20-21 in Cleveland.

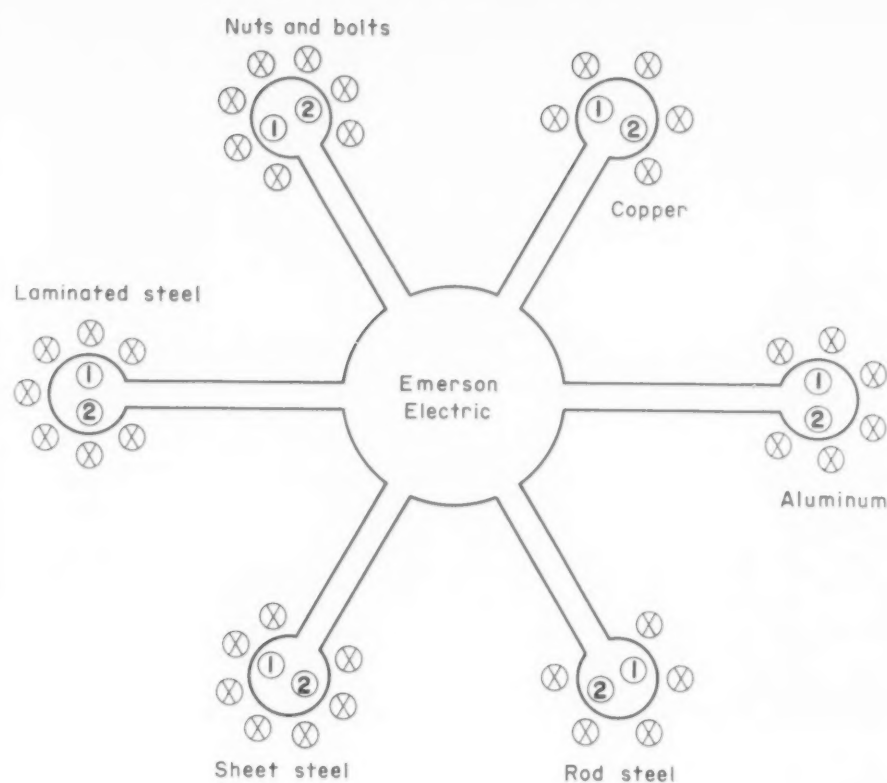
Fir Plywood Reduction Is Third in Month

Portland, Ore.—Another cut has been announced for sanded douglas fir plywood. They key ¼-in. sanded grade is now being quoted at \$66 a thousand sq. ft.

Overproduction is behind the new cut, the third in the past month. In early January a \$72 price was quoted.

At Emerson Electric Co . . .

Suppliers Are Limited To 2 for Each Product



Plan Has Brought These Advantages:

1. No Premiums Are Paid for Materials During Periods of Short Supply.
2. Steel Prices Are Kept to 1% of Mill Prices Against 5 to 7% More Paid at Warehouses.
3. Need for Carrying Heavy Inventories Is Almost Eliminated. Emerson Knows Its Suppliers Can Meet All Its Needs.
4. Fluctuating Prices Can Be Taken Advantage of by Holding Up Materials or Releasing Fixed Percentages of Needs Quickly.
5. Improvements in Product Engineering of Suppliers Are Quickly Passed On Because Emerson Is Either No. 1 Buyer or at Least a Big Buyer.
6. Emergency Situations Are Quickly Solved Because of Close Relationship Between Managements of Suppliers and the Emerson Electric Co.

Selecting just two suppliers for each product has paid off for Emerson Electric Manufacturing Co., St. Louis. This producer of electric motors and fans has benefited by not shopping around. By sticking with two suppliers it has enjoyed service in emergencies, savings through new methods in its suppliers' plants, and unusually low inventories.

As far as companies go, Emerson Electric is not a small one-product operation, nor is it a giant. It is a middle-size firm that competes with all sizes. Last year its total sales were a record \$65 million, \$40 million of which came from commercial products, the rest from electronics and avionics.

The company's profit margin also improved and was attributed to the benefits of product design, cost control, and decline in cost of copper. In all, purchasing played a part.

Under the direction of Lester A. Dalheimer, purchasing director, electrical division eight years ago set up a buying program which has kept the company

supplied with critical materials during shortages.

Like other firms, Emerson battled for materials in the post-war buying boom. It suffered the shocks of having former suppliers put them on reduced rations. In some cases, Emerson was cut off by a few firms who went after easy money.

"I'll never forget," Dalheimer said, "when one steel company from whom we had been buying steel for 23 years suddenly told us they were pulling out of our market area. The reason: they would not absorb the freight rates to compete with local area firms when there was such a demand for their products close to their plants in the East."

Dalheimer and other members of his staff started a series of surveys in 1950 of firms within their production area. The purpose was to discover firms which had the equipment to produce efficiently and the management to keep abreast of competitors.

"We didn't have any grand plan at the time," Dalheimer said, "we just felt there was a

better way; so we decided to look for it."

With the support of Ralph E. Petering, vice president and treasurer to whom purchasing reports, Dalheimer started surveying potential suppliers.

"When I decided on the two best supplier prospects for a special material, I would say in effect: We'll give you at least X-dollars of business each year. Will you guarantee to supply us at all times, riding up or down with us as the needs may be?"

"We found that when our program was explained, the supplier liked the idea." As a result, Emerson selected two suppliers for each basic material and has stuck with them for the past eight years.

Buys Large Steel Orders

In steel, Emerson is a big buyer. Every year it buys millions of dollars worth of laminated steel, rod stock, and sheet. Today it buys this from two major producers for each variety—two firms for sheet, two for rods, and two for laminated. But prior to 1950 it bought laminated from as many as six firms, rod stock from four, etc.

Today Emerson buys several times as much laminated steel from its two suppliers as it did from six in pre-1950 days when it was buying 10,000 tons per year.

Has the policy paid off? Dalheimer says it has. During the shortage from 1950 to 1955, Emerson had no trouble getting steel, aluminum, or copper. And in addition, the company has been able to reduce and keep low its inventory of expensive items. On steel it used to carry a 45-to-60-day inventory. Today it carries a 30-day supply. Aluminum stocks have been reduced from 60 to 30 days, zinc from 45 to 15 days. In copper magnet wire the inventory has been slashed from 45-60 days down to two weeks.

"At one time," Dalheimer reported, "we carried 1 million lb. of copper wire in inventory. Today we carry 300,000 to 350,000 lb. If we had kept our previous inventory, we would have lost substantially this year as copper plunged in price."

Emerson is able to keep down its inventories because of close relationships with its suppliers. The plan also benefits suppliers. They get a steady, substantial customer year in and year out.

They always know under Emerson's close product control system what the company's requirement will be four months in advance.

This forecast of four-month requirements starts with a survey made the first ten days of each month. Dalheimer meets with Louis Denny, who heads planning and control. It is their job to convert actual orders into parts and materials which can be purchased.

Every single order is rechecked to determine any changes in material buying schedules. "We then project our needs for four months and place commitments with our suppliers. If there is a cancellation or rescheduling at a later date," Dalheimer said, "suppliers are notified immediately. They ride up and down with us."

Emerson has found that this method of buying has many other advantages, among them quick service. "For example," said Dalheimer, "even in today's slow steel market the mill rolling schedule on cold drawn bars is two-four weeks. On Nov. 20 we had an order for a new product just past the design stage. In six weeks we had to have samples, production tools, and parts for a new metal housing for a fan of new design. We made it, and every supplier came through."

Became Principal Buyer

"Under our policy we became the principal customer of some of our suppliers. When they develop some more economical method of production or material usage, we generally hear of it first. This brings savings to Emerson."

"On several occasions they have shown us how to use a cheaper grade of metal and get the same performance."

Asked what would prevent a supplier, knowing he had Emerson in the bag, from giving careless quotes or poor service, Dalheimer said, "We keep a close check on the prices of major materials, and competition has a tendency to keep such prices in line. Suppliers know that in order to retain our business relationships they have to remain competitive in price, quality, and delivery."

Each year, between July 10 and Aug. 30, the purchasing department studies market prices of about 8,000 items and estimates what these items will cost



LESTER A. DALHEIMER, director of purchases for Electrical Division of Emerson Electric, set up the novel two-supplier system.

in the year to follow. These estimates then become the standards against which products are designed and selling costs estimated.

"Last year," Dalheimer exclaimed, "after all the figures were added up the estimates were only 1½% off."

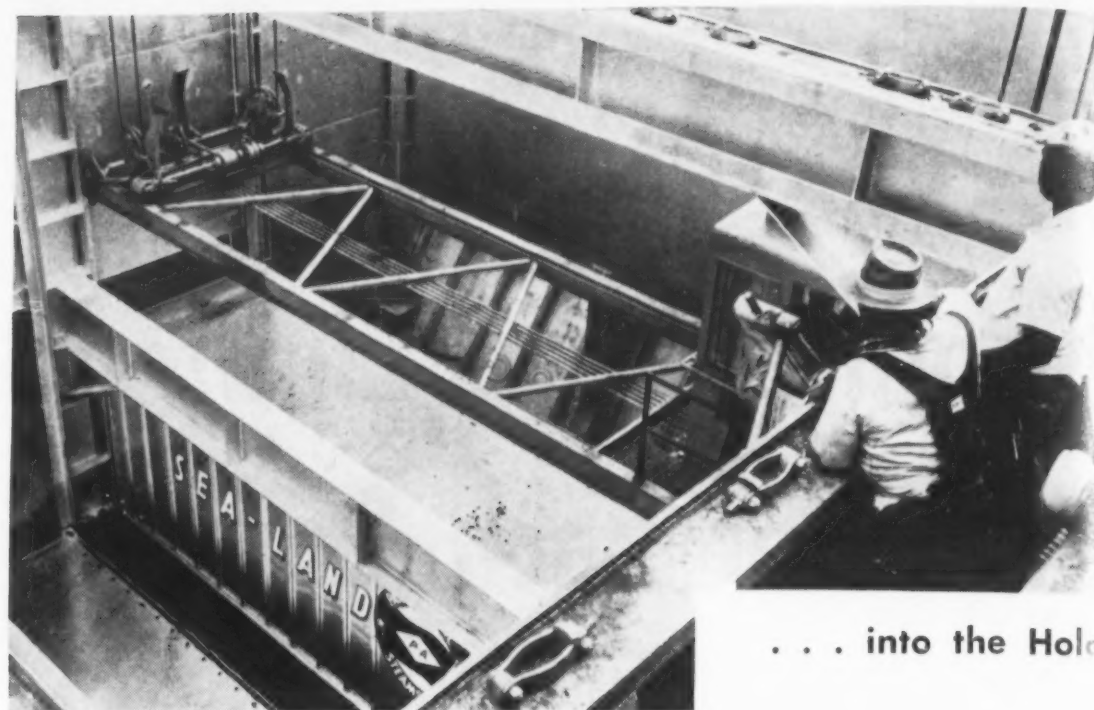
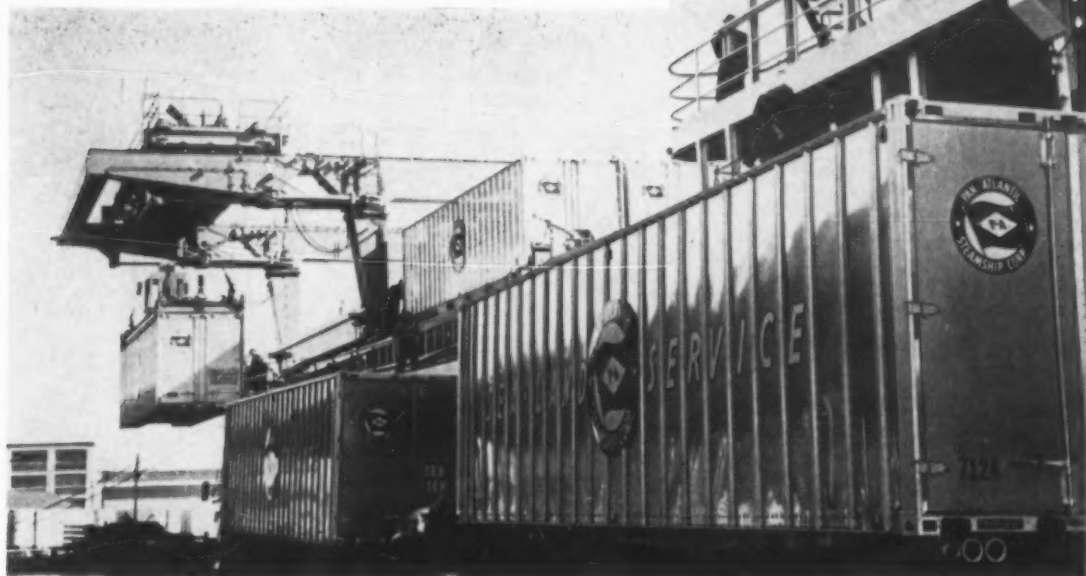
The Electrical Division of Emerson which makes the commercial products is the company's largest user of materials. Last year Purchasing Director Dalheimer and his seven buyers procured material for sales of \$40-million. Most of it was obtained on the two-company, no-shopping policy.

In the eight years of operating under this purchasing plan, Emerson has had no trouble with serious emergencies such as strikes. Part of the explanation may be that each of the selected suppliers could handle the company's needs in such an emergency. Dalheimer also feels that the company's preferred customer program is so desirable that several other companies are always waiting to get a share of Emerson's business.

Suppliers have been deliberately selected close to St. Louis or other plant locations. "There was a time," declared Dalheimer, "when certain machine tools and parts had to come from New England or Cleveland. But that's no longer true. Chicago is now as important."

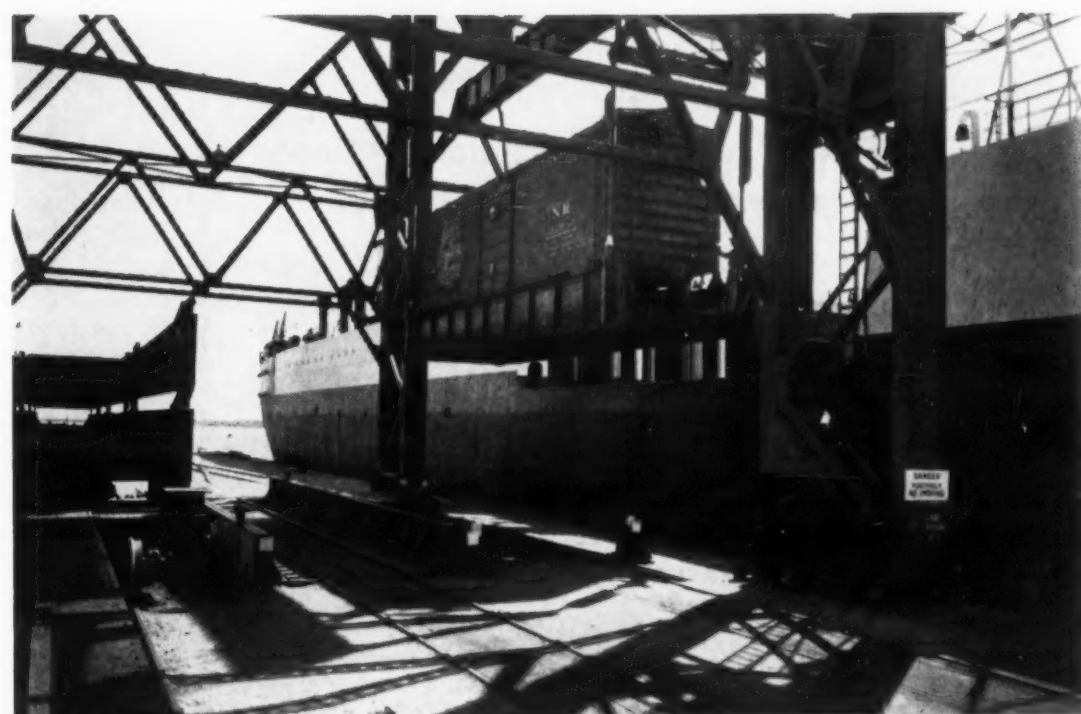
Dalheimer also points out that most good firms have plants spread out in different cities, under different unions, so that a strike in one location will not prevent delivery.

Trailer Goes Up and . . .



. . . into the Hold

'Fishy-Back'— It Carries Freight Across Water In Original Car or Trailer



Freight Car Starts on Way to Ship's Deck

New York—"Fishy-back" will be a new and strange term for some purchasing agents. For others it is as familiar as hauling by railway or truck.

Actually that is just what "fishy-back" is. The difference is that in "fishy-back" the trip begins and ends on a boat. The truck or railway freight car with its contents is loaded on a ship for part of its trip.

"Fishy-back" is not a new transport idea. It has been kicking around for some 25 years. But in the past few years its popularity has grown.

Pan Atlantic, proclaiming the motto, "Down to the Sea in trucks," has four especially designed trailerships. They provide a weekly sea-land service between the major ports of New York; Wilmington, Del.; Miami; Houston; New Orleans; and Tampa.

Each vessel carries a deck-mounted 25-ton traveling crane which plucks detachable trailer bodies from their chassis and deposits them in the holds like neat rows of boxes.

The crane of one ship can completely load and unload a full cargo, 226 trailer bodies in eight to ten hours with only two 15-man crews working slightly longer than one shift.

Compare this with the need of as many as five gangs working a week or more to load a conventional ship.

Aside from the ships being used in the sea-land operation, Pan Atlantic has thousands of trailer bodies, chassis, tractors and other rolling equipment at

the different ports. Thus the customer is provided with a "door-to-door" service at low cost.

The company, a subsidiary of McLean Industries, recently received the U. S. Maritime Board's okay to inaugurate the same type of service between Wilmington and Puerto Rico.

Seatrains Lines actually got the trend started way back in 1931 when it demonstrated it could use the freight car as a basic oceangoing container—hoisting loaded boxcars aboard ships and sailing them to their destination.

The company now owns and operates six steamships especially designed to carry freight cars from port to port.

Its service extends into Texas City, Texas; New Orleans; and Savannah. Seatrain plans to extend its operations in the near future.

Each vessel has four decks and a capacity of 100 railcars. Major railroad lines connect to each delivery point, and the freight is then moved inland.

The company now is experimenting with a "piggy-back" trailer operation called Seamobile.

In this type system, 27 ft. trailers are loaded in flatcars, which in turn are hoisted onto the ships. This would combine the reduced handling costs of "piggy-back" with the low costs of "fishy-back" transportation.

Highlighting even more this rapidly growing phase of transportation is another "fishy-back" project scheduled to be launched in May on the Great Lakes.

It is an experiment to determine the feasibility of carrying general package cargoes in loaded truck trailers on the decks of ore and grain carriers plying between Buffalo, N. Y. and Duluth, Minn.

The idea, proposed by Jeno F. Paulucci, president of Chun King, a Minnesota food producing company, has the backing of Upper Midwest manufacturers and two big Great Lakes carriers, the Nicholson Transit Co. and the Browning Steamship Co., both of Detroit.

They will make enough vessels and trailers available to maintain a frequent service, up to six sailings a week. Each ship will carry between 30 and 40 trailers.

Paulucci predicted that, if the plan is successful, the cost of moving packaged goods between Duluth and New York could be

trimmed from the present rail price of approximately \$1.30 cwt. to as low as .80¢ cwt.

In addition to reviving Great Lakes shipping and cutting transportation costs, the food company executive listed several other advantages:

Trailership service will open the eastern market to the farm products of the Great Lakes area, boost terminal storage space in Duluth, and permit eastern shippers to compete on equal terms with Chicago shippers in the West Coast market.

Many other transport companies and individuals also have considered making the trailer or boxcar the basic shipping container and delivering it over waterways.

Here are just a few who are either in operation or experimenting with the system:

Alaska Steamship; Pacific Trailership; American Liberty Corp.; Blackball Transport, Inc.; and Bridgeport & Port Jefferson Steamship Co.

Hudson River Trailerships, Inc., recently started several trailer-carrying ships plying between New York and Albany.

Shipping Lines Cut Rates

San Francisco—The Pacific Coast European Conference, representing 24 shipping lines, has announced rate cuts on certain key grades of cargo moving from the Pacific Coast to Europe. Included in the cuts were lumber, borates, and cotton.

Chemical Firms Plan Expansion

New York—Most chemical process companies are proceeding with extensive construction and modernization programs blue-printed last fall, despite a fourth-quarter profit slide, lagging sales, and scattered layoffs.

"Chemical Week", McGraw-Hill publication, reports that most C.P.I. management men consider the current downturn a short-term setback. Some even feel that the upturn has already started.

A recent survey by the magazine shows that, unless the recession deepens beyond all but the gloomiest expectations, the industry will go ahead with expansion plans.

Some firms believe business will pick up when inventories are worked off, possibly by the summer. Others are more worried about what the consumer will do. Many feel a powerful boost from the government will be necessary to stimulate buying.

But on the whole, the survey revealed that top management in most C.P.I. firms has not lost confidence in the long-term future.

Chemical Week quotes Glen Miller, Allied Chemical president, as saying:

"While we don't know when there will be an upturn, we are going ahead with expansion plans."



JENO PAULUCCI would carry loaded trailers on ore boats.

Meetings You May Want to Attend

First Listing

Atomic Energy Management Conference — Co-sponsored by Atomic Industrial Forum and National Industrial Conference Board, Palmer House, Chicago, March 17-19.

National Industrial Conference Board — 384th Meeting, Statler-Hilton Hotel, Dallas, March 20.

21st Annual Pacific Northwest Purchasing Agents' Conference — Co-sponsored by the British Columbia, Oregon and Washington Purchasing Agents Associations, Multnomah Hotel, Portland, Ore., Mar. 21-22.

National Screw Machine Products Association — 25th Anniversary Meeting, Drake Hotel, Chicago, April 30-May 3.

Purchasing Agents of Central Iowa — Products Show, Veterans Memorial Auditorium, Des Moines, Oct. 15-16.

Previously Listed

FEBRUARY

Annual Chicago World Trade Conference — Chicago, Feb. 27-28.

MARCH

Southern Safety Conference — Exposition, Peabody Hotel, Memphis, Tenn., March 2-4.

American Machine Tool Distributors Association — Spring Meeting, Hotel Roosevelt, New Orleans, March 10-11.

Nuclear Congress — Co-sponsored by American Society of Mechanical Engineers and Engineers Joint Council, International Amphitheatre, Chicago, March 16-21.

Steel Founders' Society of America — Annual Meeting, Drake Hotel, Chicago, March 17-18.

Atomic Industry Trade Show — International Amphitheatre, Chicago, March 16-21.

National Association of Corrosion Engineers — Annual Conference and Exhibition, Municipal Auditorium, San Francisco, March 17-21.

American Power Conference — 20th Anniversary Meeting, Sherman Hotel, Chicago, March 26-28.

Electrical Industry Show and Electrical Maintenance Conference — Shrine Exposition Hall, Los Angeles, March 27-29.

Gas Appliance Manufacturer's Association — Annual Meeting, Greenbrier Hotel, White Sulphur Springs, W. Va., March 31-April 2.

American Management Association, Manufacturing Division — Conference on Cost Reduction Through Effective Purchasing and Materials Management, Palmer House, Chicago, March 31-April 2.

APRIL

Material Handling Institute — Spring Meeting, Hotel Cleveland, Cleveland, April 8.

American Welding Society — Annual Meeting and 6th Welding Show, Statler Hotel, St. Louis, April 14-18.

Association of Iron and Steel Engineers — Spring Conference, Dinkler-Tutwiler Hotel, Birmingham, Ala., April 21-23.

Architectural Metal Manufacturers — 20th Annual Convention, Shamrock Hilton Hotel, Houston, April 27-May 2.

National Tank Truck Carriers — 10th Annual Con-

vention, Boca Raton Hotel and Club, Boca Raton, Fla., April 27-May 2.

MAY

American Society of Tool Engineers — Tool Show and 26th Annual Convention, Convention Center, Philadelphia, May 1-8.

British Columbia International Trade Fair — Vancouver, B. C., May 1-10.

National Tool & Die Manufacturers Association — Spring Meeting, Statler Hotel, Washington, D. C., May 3-6.

Air-Conditioning and Refrigeration Institute — Annual Meeting, The Homestead, Hot Springs, Va., May 4-7.

National Welding Supply Association — 14th Annual Convention, The Americana, Miami Beach, Fla., May 5-7.

American Mining Congress — Coal Convention, Cincinnati, Ohio, May 5-7.

American Public Power Association — Annual Meeting, New Orleans, May 6-8.

Western Air Conditioning Industries Association — Western Air Conditioning, Heating, Ventilating and Refrigeration Exhibit and Conference, Shrine Exposition Hall Los Angeles, May 7-11.

United States World Trade Fair — 2nd Annual Exposition, Coliseum, New York, May 7-17.

American Material Handling Society — Western Material Handling Show, Great Western Exhibit Center, Los Angeles, May 8-10.

National Association of Purchasing Agents — Annual Convention, Conrad Hilton Hotel, Chicago, May 11-14.

American Society for Metals — Southwestern Metal Exposition and Congress, State Fair Park, Dallas, May 12-16.

American Foundrymen's Society — 62nd Annual Convention and Exhibition, Public Auditorium, Cleveland, May 19-23.

American Iron & Steel Institute — Annual Meeting, Waldorf-Astoria Hotel, New York, May 21-22.

Triple Industrial Supply Convention — Waldorf-Astoria Hotel, New York, May 26-28.

JUNE

Edison Electric Institute — 26th Annual Convention, Convention Hall, Boston, June 9-12.

National Materials Handling Exposition — Public Auditorium, Cleveland, June 9-12.

National Association of Electrical Distributors — 50th Annual Convention, Civic Auditorium, San Francisco, June 9-13.

International Automation Exposition and Congress — Coliseum, New York, June 9-13.

American Society of Mechanical Engineers — Semi-Annual Meeting, Statler Hotel, Detroit, June 15-19.

American Society for Testing Materials — Annual Meeting, Statler and Sheraton Plaza Hotels, Boston, June 22-27.

American Institute of Electrical Engineers — Summer General Meeting, Buffalo, N. Y., June 22-27.

Purchasing Agents Association of Hawaii — Hawaii Mid-Pacific Purchasing Seminar, Hawaiian Village Hotel, Honolulu, June 23-25.

American Marketing Association — Annual Convention, Harvard School of Business Administration, Boston, June 24-26.

N.A.P.A. to Elect Vice President

Baltimore — Election of national vice president for the Fifth District of the National Association of Purchasing Agents will be held here March 7th.

Romulus Names Distributor For Michigan, Ohio Area

Detroit — Colonial-Romulus Div. of Colonial Broach & Machine Co. has appointed Romulus Sales & Engineering Co. to handle its line in Michigan and 26 counties of northern Ohio.

The division makes tracer-controlled machines which have application in the

aircraft and missiles industries, as well as other production jobs including die work. Standard contour mills also are made.

Schutte & Koerting Picks Thorrat Co. as Distributor

Cleveland — William Thorrat Co., 15017 Detroit Ave., Cleveland, has been named as representative in northern Ohio for Schutte & Koerting Co.

Schutte's products include jet apparatus, valves, strainers, heat transfer apparatus, gear pumps, rotameters, flow indicators, and oil firing equipment.

SEPTEMBER

Steel Founders' Society of America — Fall Meeting, The Homestead, Hot Springs, Va., Sept. 22-23.

Association of Iron and Steel Engineers — Annual Meeting, Public Auditorium, Cleveland, Sept. 23-26.

OCTOBER

National Institute of Governmental Purchasing — 13th Annual Conference and Product Exhibit, Hotel Statler, Boston, Oct. 5-8.

Gray Iron Founders' Society — Annual Meeting, Sheraton Park Hotel, Washington, D. C., Oct. 8-10.

National Association of Purchasing Agents — 6th District Purchasing Conference, Sheraton-Mayflower Hotel, Akron, Ohio, Oct. 10-12.

Foundry Equipment Manufacturers Association — Annual Meeting, Greenbrier Hotel, White Sulphur Springs, W. Va., Oct. 16-18.

Conveyor Equipment Manufacturers Association — Annual Meeting, Greenbrier Hotel, White Sulphur Springs, W. Va., Oct. 18-21.

American Society for Metals — National Metals Exposition and Congress, Public Auditorium, Cleveland, Oct. 27-31.

NOVEMBER

National Electrical Manufacturers Association — Annual Meeting, Hotel Traymore, Atlantic City, Nov. 10-14.

National Electrical Contractors Association — Annual Convention and National Electrical Exposition, Adolphus Hotel, Dallas, Nov. 16-21.

Society of the Plastics Industry — 8th National Plastics Exposition, International Amphitheatre, Chicago, Nov. 17-21.

List Your Meetings

Associations, societies, and committees interested in calling the attention of readers of *Purchasing Week* to their meetings are welcome to use this column. The gathering should be one of interest to purchasing agents. There is no charge.

Send announcements to: *Meetings Calendar, Purchasing Week*, 330 West 42nd Street, New York 36, N. Y.



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MALL TOOL COMPANY, Division of Remington Arms Company, Inc., Bridgeport 2, Connecticut. In Canada: Mall Tool, Ltd., 36 Queen Elizabeth Blvd., Toronto, Ont.

MALL TOOL COMPANY
Division of Remington Arms Company, Inc.
Bridgeport 2, Connecticut

PW-2

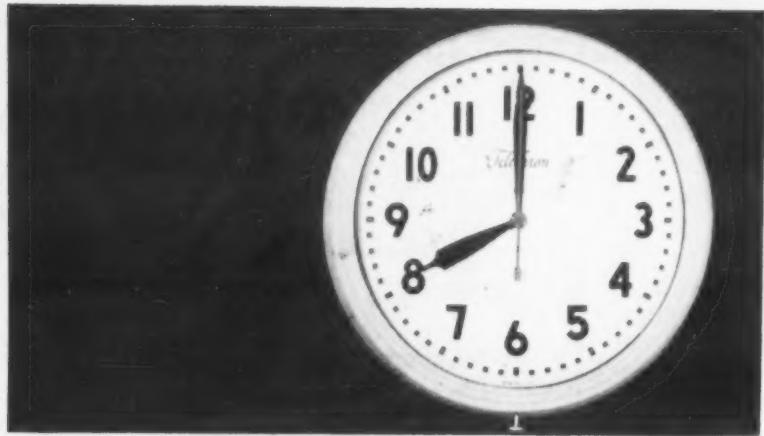
Please send me complete information about more efficient maintenance methods using Mechanics' Maintenance Impact Wrench Kit.

Name _____ Position _____

Company _____

Address _____

City _____ State _____



1 HOUR, 31 MINUTES—Interviewing salesmen—George Buerman, Ferro Corp., talks to salesman. This function is a top time-consumer among buyers.



1 HOUR, 31 MINUTES—Telephoning—V. Layne, Dallas Transit Co., takes familiar pose.

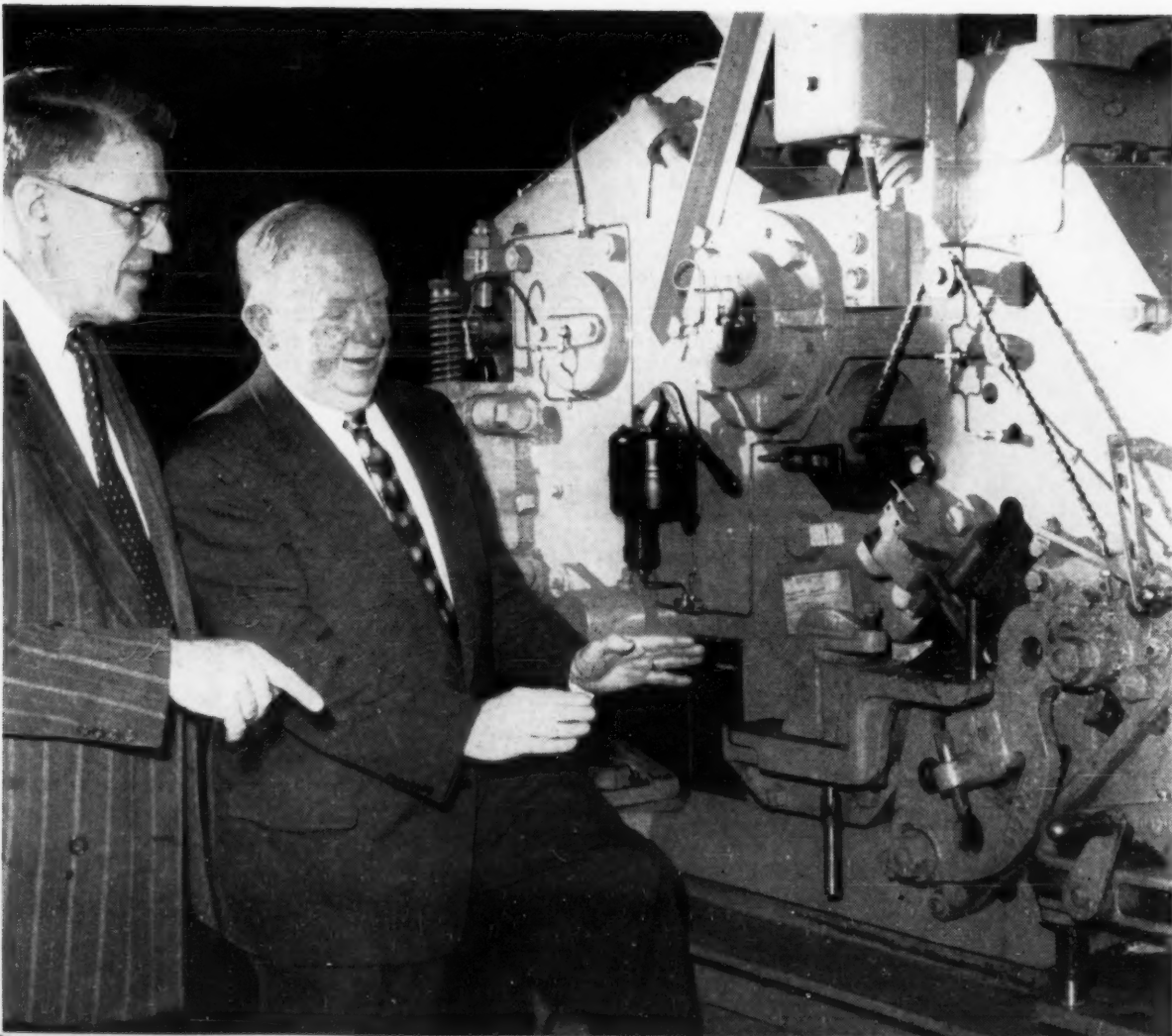
From 8 A.M. to 5:13 P.M.—Here's What



37 MINUTES—Checking inventory—Don Holt, Frank Hollister Co., Dallas, checks inventory with aid of his secretary. Stores check will follow.



35 MINUTES—Attending formal meetings and conferences—L. W. Fox (third from left, facing camera), Luck Co., takes an active part in executive meeting. With rising stature of purchasing agents in management the time



29 MINUTES—Contacting foremen and checking shops—J. Carmichael, Georgia Power Co., discusses a problem with Repair Shop Supervisor A. W. Shelhorse in Atlanta.



10 MINUTES—Visiting suppliers' plants—C. J. Keys, Phillips & Edwards Electric Corp., meets W. L. Brassey, left, Hubbell, Inc.



1 HOUR, 20 MINUTES—Reviewing requisitions, invoices, and freight charges—George J. Buerman of Ferro Corp. does this job with thoroughness.



53 MINUTES—Making administrative and engineering contacts—Ross Burns, Scripto, Inc., discusses problem with engineer, C. Ballentine, at the Scripto Atlanta, Ga., plant.

Where a Purchasing Agent's Time Goes



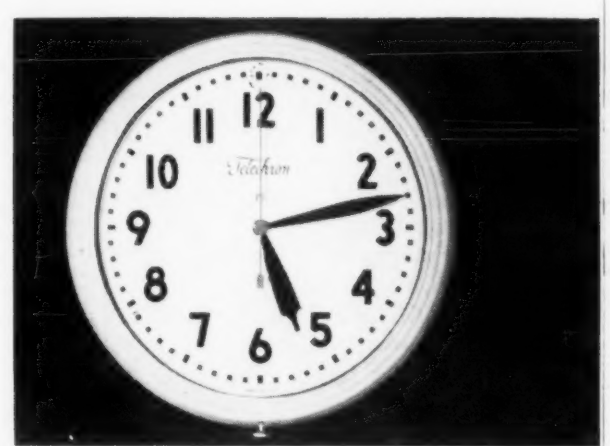
camera truck Manufacturing ment this time is increasing.



35 MINUTES—Writing reports and memoranda—Time consumed by this function increases with rank. Briefer reports and more concise memos can save much time.



32 MINUTES—Miscellaneous—Jack Plumb, Michigan Tool Co., checks rejected material, one of irregular functions of all buying.



← TIME UNKNOWN—Inevitable last minute telephone call—This may be from 'top brass' for a lengthy meeting or just the wife.

For Detailed Survey Results and List of Participants Turn the Page →

19 Purchasing Agents Tell to the Minute How They Spend Their Average Day

Job Function	1*	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	Average Hours & Minutes	RANGE	
																					Least	Most
Interviewing salesmen.....	180**	60	90	60	90	60	45	120	90	90	105	45	90	120	180	120	105	45	30	1 hr. 31 mins.	30	180
Time on phone—inside and outside calls.....	60	150	90	150	90	60	150	60	60	90	30	75	60	60	60	300	90	30	60	1 hr. 31 mins.	30	300
Reviewing requisitions, invoices, frt., chgs., etc.....	60	60	30		30	210	75	60	30	30	60	45	30	30	60	180	180	180	240	1 hr. 20 mins.	30	210
Administrative, engineering, and office contacts (other than formal meetings).....	60	75	30	30	75	15	30	30	150	30	60	90	45	60	60		120	30	30	53 mins.	15	150
Inventory checking (and other store functions).....	120		90	30	15	30	90	120		15	30	45	15				60		30	37 mins.	15	120
Formal meetings and conferences.....		30	30	90	30	15	30		60	30	15	45	30	60	60		45	15	60	35 mins.	15	90
Making up reports and memo writing.....		30	60		90	30	15	30	60	15	15	45	60	120	45		15		30	35 mins.	15	120
Other.....		15	30	90		30				150	30	30	60	60	30	60		30		32 mins.	15	60
Foreman contacts and checking in shop (other than formal meetings).....		60		30	60	30	15	60	30		105	30		30	15			60	30	29 mins.	15	105
Visits to supplier plants.....			30		15		30			30	30	30	30		15					10 mins.	15	30
TOTAL																				8 hrs. 13 mins.		

*Not in same order as list of agents in accompanying box. **All times in minutes

Helicopters Deliver Heating Units To Missile Plant Site in Six Hours

San Diego, Calif.—It took a single helicopter only six flying hours to hoist more than 100 tons of heating and ventilating equipment to the roof of a missile plant under construction for General Dynamics Corp.

The feat of the Sikorsky S-58 aircraft dramatically demonstrated the capabilities of helicopters in freight transportation and heavy construction work.

The airlift easily spotted equipment, which included heating units weighing 3,400 lb. each, to positions within a tolerance of less than one inch. The job required about 70 flights of ¼ mile distance.

Joe C. Russell, San Diego manager for Bovee & Crail Construction Co., said the helicopter saved him thousands of dollars and about four weeks time. Bovee & Crail is the heating and plumbing subcontractor on the construction project under McNeil Construction Co., Los Angeles.

Russell said use of cranes to hoist the 38 heating and 56 ventilating units to the plant roof would have consumed additional time and money because of necessity to reinforce the roof with heavy planking.

The equipment—totaling 206,800 lbs., including 22 tons of pipe—was stockpiled on a parking lot near the site of the new Atlas Missile factory being constructed for General Dynamics' Convair Astronautics divisions. Packed in sheet metal housings, the units then were lifted above the roof and lowered into precise positions with the aid of a rigger crew.

The helicopter was provided by Rotor-Aides, Inc., Ventura, Calif., which guaranteed to position the units to the less-than-one-inch tolerance requirement.

The transfer job was the largest ever performed on a plant construction project, according to a

Sikorsky representative who described the task, however, as relatively easy compared with helicopter airlifts performed for oil companies on Gulf drilling projects.

Hoffa Ousts Brewster; Mohn Gets W. Coast Job

Washington—Einer O. Mohn, administrative vice president of the Teamsters Union, has taken over as chairman of the union's Western Conference.

Teamsters President James R. Hoffa removed Frank W. Brewster from the powerful Pacific Coast post in a shift expected ever since Brewster opposed Hoffa's election head of the union last fall. Mohn rallied West Coast support for Hoffa.

The Western Conference covers 11 western states with additional locals in Alaska, Hawaii, and Canada with a total membership of about 350,000.

Brewster was expected to remain as conference chairman temporarily to allow him to qualify for a union pension. Teamsters Vice President Harold J. Gibbons will replace Mohn in the Washington headquarters as executive assistant to Hoffa.

Major Can Firms Up Prices 2.3% in March

New York—Major can companies have announced a 2.3% hike in tin can prices effective March 10. The companies involved include Continental Can Co., National Can Co., American Can Co., and Crown Cork & Seal Co.

This will be the first increase since May 1 when tags were raised about 4%. Rising labor and material costs are given as the reason.

These Are Agents Who Talked

Time, data, and story appearing on preceding page

L. S. Banks
A. W. Bowron
George J. Buerman
George Carroll
Leland W. Fox
Don E. Holt

Carrol J. Keys
William Kothgassner
John J. Lamb
V. C. Layne
Joseph Leavens
George Major
John F. Mihocik

Paul Mitchell
Jack Plumb
M. E. Ruggle
Raymond Welkie
K. T. Wilson
C. R. Woods

Ets-Hokin & Galvin Elec. Co.
California Ink Co., Inc.
Ferro Corp.
Fluorescent Fixtures of Calif.
Huck Manufacturing Co.
Frank Hollister Co.

Phillips & Edwards Elec. Corp.
Victor Equipment Co.
Meletron Corp.
Dallas Transit Co.
Henry Co.
Efficient Tool & Die Co.
Dickey-Grabler Co.

Elwell Parker Electric Co.
Michigan Tool Co.
Mefford Chemical Co.
Gear Grinding Machine Co.
Delta Air Lines
Sherwin-Williams Paint Co.

San Francisco
San Francisco
Cleveland
South San Francisco
Detroit
Dallas

San Francisco
San Francisco
Los Angeles
Dallas
Huntington Park, Calif.
Cleveland
Cleveland

Cleveland
Detroit
Los Angeles
Detroit
Atlanta
Dallas

General Dynamics given Atomic-Sub Contract

Groton, Conn.—General Dynamics Corp.'s electric boat division has been selected by the Navy to build two of the three nuclear powered fleet ballistic missile submarines recently approved by Congress.

The Mare Island Naval Shipyard will build the third sub. Orders for reactor compartment components for the three ships, including long lead-time components such as pressure vessels, pumps, steam generators, main turbines, gears, and other auxiliary components, are in process.

Patent Button Co. Sells Instruments to American

Buffalo, N. Y.—The Patwin instruments division, Patent Button Co., Waterbury, Conn., has sold its line of analytical instruments to the American Optical Co.

The Patwin line of recording manual and electro polarizers for chemical analysis will be produced at American's instrument division plant.

Patwin has also given the firm an option to buy its flame photometer, which uses a flame process for chemical analysis.

Expected Textiles Rise Fails to Materialize

New York—An expected rise in production, sales, and profits in the textile industry has not materialized, according to "Textile World," a McGraw-Hill publication.

With high mill inventories, low customers' inventories, and the price of cotton rising, more goods should move from the mill warehouses into the customers' hands, the magazine said.

For at least the first part of 1958 maintenance of present production curtailment seems to be the key to business and profits for the year as a whole.

Slab Zinc Shipments Decline in January

New York—Slab zinc shipments dropped in January to the lowest in 18 months, according to the American Zinc Institute. Smelter stocks were up from 166,655 tons at the end of December to 180,346 tons the end of January, the highest since August 1954.

Slow demand and competition from imported metal caused January smelter production to drop to 82,343 tons compared with December's production of 86,270 tons.

Distributor Selected

Los Angeles—The Teleautograph Corp. here will become the California distributor of teletype equipment and precision machine-tools made by Olivetti Corp. of Italy. Negotiations for the distributorship are now being completed.

This Changing Purchasing Profession . . .



R. P. BARKER has been named purchasing agent by **E. D. Bulard Co.**, Sausalito, Calif. He joined firm in 1953 as office manager and assistant purchasing agent. **Robert J. Seymour** succeeds Barker as office manager.

Harry A. Dennis takes over as manager of **Sun Oil Co.**'s Grand Rapids, Mich., sales district. Dennis succeeds **R. K. Burgie**, now manager of the Toledo sales district.

Four regional sales managers have been added by **Reliance Electric & Engineering Co.**, Cleveland. They are **Charles D. Herbert**, eastern regional sales manager; **Emory G. Orahod**, southeast regional sales manager; **William K. Schlotterbeck**, southwest regional sales manager; and **R. O. Herbig**, central west regional sales manager. **W. C. McConnell** becomes transmission product manager for the company.

Harry W. McKee has been named assistant branch manager—staff and **Edgar C. Knop** has been made assistant branch manager—field at the Chicago branch of **Crucible Steel Co. of America**.

George A. DeCario has been appointed district manager of the northern Ohio area which includes western Pennsylvania for **Wagner Brothers Inc.**

Christian W. Walker has been made purchasing agent for **Union Electric Steel Corp.**, Pittsburgh.

Stanley P. Gildersleeve has been elected president of **Penola Oil Co.**, a marketing affiliate of **Esso Standard Oil Co.**, New York. He succeeds **Clarence M. Davison**, who retired after more than 46 years with the firm.

William M. Hankins, Jr., has been elected president of **Bunting Brass & Bronze Co.**, Toledo, succeeding **George H. Adams** who is retiring. Hankins is president of **Fred W. Kiemle Co.**, Toledo electric motor distributor.

John M. Nisbet has joined **Philco Corp.**'s Government and Industrial Division, Philadelphia, as sales manager of the "Transac" computer department.

Harry P. Dunne, general sales manager for **Brooks & Perkins Inc.**, Detroit, is taking over the former duties of **Charles I. Vogel**,

vice president in charge of sales, who left. Vogel is now manager of the Philadelphia region, **Olin Aluminum Division**, **Olin Mathieson Chemical Co.**

Harold F. Carson has been advanced to vice president in charge of purchasing for **Wehle Electric Co.**, Buffalo, N. Y. He joined the firm's shipping department 14 years ago and served as purchasing agent the last six years.

William B. Firman has been appointed marketing manager of **Orr & Sembower, Inc.**, Reading, Pa.

Dan D. Williams and **Curt K. Wiley** have joined the **Refractories Division**, **H. K. Porter Co., Inc.**, Pittsburgh, as assistant general sales manager and Pittsburgh district sales manager respectively.

V. S. Cooper has been appointed San Francisco district manager for **General Electric Supply Co.**

George A. Kendall, formerly chief engineer of **Wickes Corp.**'s Machine Tool Division, Saginaw, Mich., succeeds **Carl Bintz** as president of the firm. Bintz retired because of ill health after 38 years of service.

J. Early Hardesty has been elected vice president—treasurer of **The Black & Decker Mfg. Co.**, Towson, Md., and **George W. McCarty** has been elected vice president—research and development.

Robert F. Moore has been advanced to purchasing agent, trim materials department, Ford Division of **Ford Motor Co.**, Dearborn, Mich. **John C. Secrest** moves into Moore's former post, manager of the division's purchase analysis department.

John H. Corson has been assigned as manager to the **Webb Wire Division**. The **Carpenter Steel Co.**, New Brunswick, N. J.

William O. Brown has been named general manager of sales for **Crane Co.** and will headquarter at the firm's Chicago general office.



HOWARD L. PARR has been made assistant director of purchasing, **Sunshine Biscuits**, Long Island City, N. Y. Since 1947 he has been assisting the director of the firm's general purchasing department.

Arnold C. Sanders has been made sales manager of merchant products for **Kaiser Aluminum & Chemical Sales, Inc.**, Chicago. Three regional sales managers have also been named: **Fred B. Scobey**, western region; **S. Chester Harter**, central region; and **Lynn D. Crowder**, eastern region.

Frederick W. Burgie has been appointed general sales manager, the **Doehler-Jarvis Division**, **National Lead Co.**, New York. Burgie succeeds **E. R. Zabriskie**, who will undertake a special assignment assisting the division's general manager.

Stanley M. Howard succeeds **George A. Pierce** as purchasing agent for **Electric Hose & Rubber Co.**, Wilmington, Del. Pierce, who also had held the post of traffic manager, retired after more than 41 years service. Howard joined the firm in 1953 as assistant purchasing agent.

Wilbert H. Zuest has been named manager of special product sales by **Diehl Mfg. Co.**, Somerville, N. J.



WILLIAM W. LAUER has joined **Read Standard Division**, **Capitol Products Corp.**, York, Pa., as director of purchases. **C. W. Noss** continues as purchasing agent. Lauer had been purchasing agent for the **Industrial Division** of **Borg-Warner Corp.**, York.

William M. Grass has been moved up to assistant purchasing agent for the Eastern Division of **Tidewater Oil Co.**, New York. Grass succeeds **William C. Sander**, who retired after 38 years service.

David P. Dick has been advanced from assistant purchasing agent to purchasing agent for the Eastern Mfg. Division, **The Trane Co.**, Scranton, Pa. This post was formerly held by **Miles Erickson** in addition to his other duties as vice president and plant manager.

Hollis Duncan, former purchasing agent of **Southwestern Electric Service Co.**, Jacksonville, Tex., has been named to head the firm's new system operating department which will also be responsible for purchasing activities. **Oscar Garner** succeeds Duncan as purchasing agent.

Kenneth E. Joy has been ap-



SURROUNDED BY WORK, Andy Taylor found pleasure in his railroad job. Now after nine years as general purchasing agent he is retiring.

A P.W. Profile

Andy Taylor (by retiring) Finally Gives Up Business for Pleasure

St. Louis, Mo.—A. Andrew Taylor, one of the best known "old timers" in the railroad purchasing field, closed his order book for the last time on Jan. 31. He retired as general purchasing agent of the **Missouri Pacific Lines** after nine years in that position, 51 years with the railroad.

During that half-century he has served in almost every kind of job in the railroad's Purchasing Division. Taylor has bought everything from toothpicks to entire trains. As general purchasing agent, he has supervised the expenditure of over \$650 million during the past nine years.

Tall and trim despite his years, he is a firm believer in using the competitive bidding system to get the best values. His fellow-workers say his word was always final. And, according to his superiors, the railroad always benefitted from his judgment.

After starting as a stock clerk in 1907 in the stores department, he advanced to storekeeper at **Missouri Pacific's Wichita, Kans., depot**. In 1929 he was named assistant to the general purchasing agent at the **St. Louis headquarters**.

Although today it is not uncommon to buy locomotives for as much as \$250,000, Taylor still remembers the thrill he first had when deciding how much to pay for a steam engine—they then sold at about \$50,000.

Punctuality and devotion to his job have always been his strong points. On the day of his retirement, Taylor had no time for relaxation. His office was crowded with salesmen, and everyone had been given a time schedule.

It was obvious to **PURCHASING WEEK's** reporter that Taylor believes business comes first. Railroad public relations men knew of no anecdote about him; they said "Mr. Taylor is a man who sticks to his business."

His fundamental approach showed itself when he said "I don't know anything to say about my job except that I tried to give the railroad my best during all my years of service."

Now that he has some free time on his hands, Taylor's first plan is to travel to the West Coast and visit his daughter. Also, he'll take in a lot more golf and baseball than he's found time for in his many years as a purchasing agent.

pointed general sales manager for **Judson L. Thomson Mfg. Co.**, Waltham, Mass.

J. Forrest Gee has been named assistant city purchasing agent for **Atlanta, Ga.** Gee had been a buyer for the city since 1952 and is succeeded by **Frank S. Crick, Jr.**, formerly with the City Construction Department.

Mrs. Iris H. Smith has been named district purchasing agent by **Chipman Chemical Co., Inc.**, for the firm's **Bound Brook, N. J.**, plant and office.

Richard H. Fletcher, a buyer in the farm supplies department of **Cooperative GLF Exchange, Inc.**, Ithaca, N. Y., has been ap-

pointed vice president in charge of sales for **Seneca Battery Corp.**, Buffalo, N. Y.

Obituaries

Frederick Oliver Nash, 49, a purchasing agent for **Bethlehem Steel Co.**, New York, died Feb. 1.

Russell H. Dunham, first president and chairman of the board of **Hercules Powder Co.**, Wilmington, Del., died Feb. 1. Dunham, who retired as head of the firm in 1939, had been active in the company for 44 years.

Charles H. Kibler, 58, general traffic manager, manufacturing department, **The Babcock & Wilcox Co.'s Boiler Division**, New York, died Feb. 3.

Construction Buying P.A.'s Find Challenge in Every Job

Their Work Differs from Normal Industrial Purchasing in That It Is Usually Short-Range, Non-Inventory, Geographically Widespread, and "Hand-to-Mouth."

Their Thorniest Problems Are Locating Suppliers, Evaluating Regional Pricing, and Establishing Extremely Accurate Delivery Schedules.



PROBLEMS IN AIR are solved by skilled construction worker. But the many purchasing problems involved in a job of this kind demand equal skill on purchasing agent's part.

Flexibility and adaptability are the cornerstones to successful construction buying. It differs from normal industrial buying in that it is usually short-range, non-inventory, geographically widespread, and "hand-to-mouth." Pricing, scheduling, and expediting procedures vary considerably with each contract. But the experience of purchasing agents in this field may be of value to those in other industries.

In talking with several nationally-known construction firms, PURCHASING WEEK discovered their purchasing executives solved such diverse problems as a matter of routine. In some cases all had the same answer. But in others each executive handled the problem differently.

The thorniest problems seemed to be: locating new suppliers, evaluating regional pricing, and establishing extremely accurate delivery schedules.

Every Job Different for P.A.

For every job the construction P.A.'s company gets, it means a new location, new operating rules laid down by the client, and new transportation problems. Often it will mean new buying personnel for local project procurement.

Even though the construction P.A. must do business with new suppliers on each job, finding suppliers isn't difficult. Material and equipment dealers flock to the contractor as soon as news of the proposed construction gets out. But determining which of these clamoring applicants is best qualified takes time.

A firm working in an area for the first time has no record for picking out the supplier who will give reliable service and quality material. Selection becomes pretty much of an ear-to-the-ground process.

The purchasing agent of Walsh Construction Co., a heavy construction firm, relies on the national reputation of equipment manufacturers for franchising reliable dealers. From previous experience he knows which firms are careful in selecting their dealers to insure good service.

Consultation with other construction firms which have worked in the area will produce useful information about local dealers. Similarly, local subcontractors may be sources for checking on suppliers.

Other guides helpful to construction P.A.'s entering a new territory are Chambers of Commerce, the Association of General Contractors, and builders' exchanges. Or a call to a local purchasing agent in industry can help in establishing a potential supplier's reputation.

In establishing prices, construction P.A.'s come up against constant changes due to geographic factors. Transportation costs loom large in deciding whether to buy locally or buy elsewhere and ship to the project. In several cases reported to PURCHASING WEEK, the contractors found it less costly to buy at a distance and transport to the job site.

International contractor Morris-Knudsen Co., however, prefers to buy locally when possible for the goodwill in the community it develops, even though it may cost less elsewhere.

"Pricing on a construction job is little different from industrial buying," says the P.A. at George A. Fuller Co., "except possibly in the number and geographic spread of the suppliers."

Each job is priced from scratch before a bid for the contract is made, making it necessary for the purchasing agent to keep alert on prices in several areas and on a variety of materials and equipment. For this he depends on indexes, publications, salesmen and dealer quotations, and frequent checks with manufacturers and warehouses.

Although price is always a major consideration, it may take a back seat to delivery on construction jobs. Most contracts awarded to construction companies contain "penalty" clauses. These require a stiff monetary penalty if construction is not completed on promised schedule.

It's up to the purchasing agent, then, to assure engineers they can get what they need, and when they need it, so that the job will progress as planned. This may lead to premium prices for better delivery dates.

While many contractors normally maintain little or no inventory in construction materials, some do buy before receiving a specific contract in order to start immediate building. Spencer White & Prentiss, Inc., foundation specialists, operate this way because it is usually the first to work on a big job in which several contractors are involved.

But building any kind of inventory depends on the contractor's degree of specialization. Those who confine themselves to certain types of work, such as foundation work, are able to maintain inventories more assuredly than contractors in other types of construction.

Whatever the case, inventory control is tight in construction firms. They keep on hand only the minimum to meet emergencies and get a job started quickly—no more.

With an eye on the "penalty" clause,

construction P.A.'s must keep close tabs on alternate suppliers. There may come a day when the regular supplier is struck or unable to supply for some other reason. Having an alternate supplier in such a case is imperative if penalty for tardy completion is to be avoided.

Even foreign suppliers are good alternates. One contractor building in the Middle West explained that he was able to turn to Canadian cement last year during the strike in the U. S. And the Canadians were but one of five possible foreign suppliers.

With equipment, buying habits differ. Some contractors buy specific pieces for one job, then sell when the project is completed. Others buy with more than one job in mind.

Some contractors rent. They argue that service and maintenance from local operators are better. And for short term operations particularly, equipment buying may not be wise.

Material Scheduling a Tough Job

Scheduling is another thorny problem in construction buying. Ideally, the P.A. should see that the material and equipment are in place at the hour desired, neither before or after. Without storage facilities, materials and equipment coming in before the constructors are ready results in abuse and damage. And being too late slows the project, bringing in the ever-present penalty clause.

In some big construction companies, the purchasing agent is constantly expediting, while in others traffic managers and expeditors handle this responsibility entirely. In still others the project manager and his staff in the field may assume this responsibility.

For example, Turner Construction Co. keeps a fulltime expeditor in the field on large jobs to keep things moving. He's backed up by the central office utilizing all the company's facilities in various regions.

For those construction purchasing agents who expedite from the home office, telephone, wire, and letter are the usual means. Because much of their buying is a one-shot operation from a variety of suppliers, personal visitations are almost impossible.

A Challenge to any P.A.

This is the material and equipment required for the construction of Tidewater Oil Co.'s new \$200-million refinery 15 miles south of Wilmington, Del. The specifications, scheduling, and shipping were all handled by the prime contractor and purchaser, C. F. Braun & Co. Deliveries came from all corners of the country.

Item	Number	Item	Number
*Storage tanks	135	Electric wire & cables, miles	1,480
Heat exchangers	390	Structural steel, fabricated tons	9,000
Bubble columns	70	Lumber & plywood, bd. ft.	9,500,000
Unfired pressure vessels....	240	Concrete, cu. yd.	132,000
Fired heaters	35	Paving mesh, sq. ft.	1,400,000
Pumps	620	Reinforcing bar, tons....	5,200
Compressors	50	Welding rod, tons.....	480
Pipe, miles	950		
Valves	100,000		

* Total capacity7,650,000 bbl.

General Electric Adds Alloy to Steel Family

Detroit — General Electric's metallurgical products department has added a new alloy, called J-1300, to its family of vacuum melted steels.

The alloy, available commercially in billets and bars, is a high-strength bar and forging material for use at temperatures up to 1,350 degrees F. G.E. claims it has the highest strength-to-weight ratio of any iron-base alloy in that range.

J-1300 is expected to be widely used for gas turbine, jet, and missile engines and other high temperature applications. Its ease of fabrication also makes it suitable as a raw material for critical fastenings.

Dow Chemical Co. Opens European Radio Circuit

New York—The Dow Chemical Co. opened a new communication channel last week linking its overseas sales offices and subsidiaries in Europe with the company's headquarters and the plant locations in the United States.

A new radio circuit between New York and Zurich, Switzerland, replacing the previously used teletypewriter system, has been leased by the company from R.C.A. Communications, Inc., and Radio-Suisse.

Burndy Corp. Opens Modern Warehouse

Norwalk, Conn. — Burndy Corp. has just completed and occupied a new and modern central warehouse located at the company's headquarters plant. Latest methods of materials handling equipment are being used to simplify storage of the thousands of types of electrical connectors and components.

Company officials estimate materials handling savings of thousands of dollars a year, as well as greatly improved service and speed in handling of orders and dispatching shipments.

Votator Filler Rights Sold to National Cylinder

Louisville, Ky.—National Cylinder Gas Co.'s Girdler Process Equipment Division has purchased the rights to a high-speed filler from Librascope, Inc., Glendale, Calif.

The unit, called the Votator Filler, will broaden the company's line of Votator continuous-processing and heat-transfer equipment used in the food and chemical industries. It will be available in both piston and gravity types for packing liquids, viscous products, fruits, soup, and other foods, as well as petroleum products, and many other canned commodities.

Mono-Sol Names Agent

Gary, Ind.—Mono-Sol Corp. has named Cadillac Plastic & Chemical Co., 15111 Second, Detroit, a distributor for polyvinyl alcohol film. Cadillac will

carry complete stocks of the film in its warehouses in Detroit, Chicago, Cincinnati, Cleveland, Kansas City, Milwaukee, and St. Louis.

Small Firms Supply DuPont

Wilmington, Del.—DuPont Co. purchasing executives and buyers bought \$860 million worth of materials from more than 30,000 different suppliers last year. Most of the suppliers were small business firms, DuPont says, with more than 90% of them employing less than 500 people.

Shell Development Co. Offers Pollution Service

Emeryville, Calif.—Shell Development Co. is offering free to interested research groups a new analytical technique for air pollution studies.

This technique makes possible the rapid separation and identification of a wide range of hydrocarbons in quantities as low as 4 parts per 100 million parts of air.

Applied to automotive exhausts, it provides rapid information on the type and quantity of hydrocarbons which emerge from the engine unburned or only

partly unburned. This information is essential to researchers seeking to find ways to control air pollution.

Socony Says Affiliate Will Build Refinery

New York—Socony Mobil Oil Co., Inc. announces that its Venezuelan affiliate, Socony Mobil de Venezuela, will build a \$28 million refinery in that country, to be completed late in 1959.

The new installation, to be located at El Palito, will have an initial capacity of 40,000 b/pd.

Bartell Announces Four Distributors

St. Louis—Harry R. Bartell & Associates, Inc. has named four distributors to handle its mobile refueling unit for diesel locomotives.

The four railroad equipment firms are: Stanley H. Smith Co., 2754 Woodhill Rd., Cleveland, Ohio; Ralph W. Payne Co., 613 Fifteenth St., Washington, D. C.; Eastern Railway Supplies, Inc., 110 E. 42nd St., New York City; and Harbil Co., 224 S. Michigan Ave., Chicago.

The diesel refueler is built by Farrell Mfg. Co., Joliet, Ill.



INFORMATION FOR PURCHASING EXECUTIVES

about improved products and new services

made possible by **DU PONT CHEMICALS**



Paper shipping bags and containers resist slipping when treated with Du Pont Ludox® colloidal silica. Coatings based on "Ludox" effectively increase surface friction, add "grip" to paper surfaces, provide excellent slip resistance to multi-wall paper bags and corrugated cartons. Treatment with "Ludox" is available now from many papermakers and converters.



Highly polished and slip-resistant floors are possible when there's Du Pont "Ludox" in the wax. Tiny, invisible spheres of "Ludox" exert a snubbing action on every footstep... give the foot positive traction... help prevent slipping. Specify waxes containing "Ludox." Du Pont's slip-retardant ingredient, when you place your next order.

HERE are ways you can get *extra value* for your purchasing dollar. These modern products, which bring new safety and efficiency to your operations, are made possible by Du Pont Chemicals used in their production.

The three shown here are examples of many new and improved products in which Du Pont Chemicals play a part. Ask your regular suppliers about them, or send the coupon below to get more information, including names of manufacturers from whom these products can be obtained.



Red warning safety fusees prevent nighttime breakdowns from becoming disasters. Flares made with Du Pont Strontium Nitrate burn brilliantly in rain or fog, alert onrushing traffic of trouble ahead. Simple to use—just a scratch of the flare's cap ignites it instantly. Buy them through regular suppliers of safety equipment or write Du Pont for names of manufacturers.

Send for your free copy of the new

"INFORMATION FOR INDUSTRY"

Specially prepared for purchasing executives... on 14 products and services, including names of manufacturers of each. Yours for the asking... just fill out the coupon.



E. I. du Pont de Nemours & Co. (Inc.)
Grasselli Chemicals Dept., Rm. N-2533-P
Wilmington 98, Delaware

Please send me your new folder, "Information for Industry." I'm particularly interested in the items checked:

☐ Anti-slip paper containers. ☐ Safety fusees. ☐ Slip-resistant floor waxes.

NAME _____
FIRM _____
ADDRESS _____
CITY _____ ZONE _____ STATE _____



DU PONT
Grasselli Chemicals

BETTER THINGS FOR BETTER LIVING... THROUGH CHEMISTRY

Product Perspective

FEB. 24-MAR. 2

Production cutbacks and pressure on prices notwithstanding, the **paper industry** (PW, Feb. 17, p1) has some new products on the way to tantalize buyers.

Latest wrinkle is **vacuum-metallized packaging paper**. Both Continental Can's Shellmar-Betner Div. and NRC Vaculite Corp. have vacuum-metallized papers on the market. **Chief markets**, at least for the present, appear to be in **decorative packaging and building insulation**. Best packaging prospects should be household chemicals, drugs, and cosmetics. Potential market, says NRC could be "in excess of \$200-million."

The new papers will compete with **aluminum foil, foil laminates, and other metal covered products**. But they will be cheaper. And they have most of the appearance characteristics of their competitors. Still another advantage, superior machine handling, is claimed for the vacuumized-papers. Both papers are printable.

The **production techniques developed for the papers make possible a whole host of new products**. (As they appear PURCHASING WEEK will report on them.) Some of the things the companies are talking about include vacuum-deposited aluminum coatings for multiwall bags and folding cartons. But they plainly feel more research is necessary.

Paper from synthetic fibers is just about out of the research woods. Major headache has been making fibers like nylon, Dacron, or Orlon stick together. Du Pont has been working on this problem for some time. Now several paper companies are **readying commercial production**.

The paper won't be cheap—about 20 times as costly as some specialty papers. But the **market potential is estimated in millions of pounds**.

Synthetic fibers make a paper with **high wet strength and tremendous resistance to tearing or folding**. Thus there will be plenty of room for such products as chart paper for recording instruments, specialty packaging, and bag papers.

Hurlburt Paper Co. is experimenting with a paper made from metal filaments. The paper looks like metal foil, but its properties are much the same as those for ordinary paper. The new paper will conduct electricity.

On the market now is a **new stretchable paper** made by West Virginia Pulp & Paper Co. (PW, Feb. 10, p18).

American Cyanamid Co. has a new process for increasing wet strength of paper and paperboard. Process reportedly cuts the amount of resin needed 30 to 60% while maintaining the equivalent wet strength of other products.

A close relative to paper, **non-woven fabrics made with synthetic fibers**, is due for more new applications. In the electrical industry, for instance, a non-woven polyester tape has proven dimensionally stable and heat resistant. Other fabrics are being used in electrical laminates and as battery separators. **Research is evaluating a wide range of applications**.

Non-woven fabrics make good packaging materials, too. Padding and cushioning made from nylon and other synthetic fibers is being tested by instrument makers for protecting delicate products.

If your company is **looking for a low-cost way to explore the benefits of the atom**, there may be just the product for you. Nucleonic Corp. of America, 196 Degraw St., Brooklyn, N. Y., is offering a portable atomic laboratory.

It's a commercial version of equipment assembled for an AEC educational program. **Basic unit** is a combined radiation scaler and rate meter. It can be used for **research measurements with a gieger tube and a scintillation counter**. And it can be used for **following radioactive tracers** as they flow through a process. The price is \$630.

The **tiny transistor**, promising child of the electronics industry, has a **still tinier relative**. The Army's Diamond Ordnance Fuze Laboratory has developed a printed transistor. Techniques used to make the units are pretty much the same as those used in making printed circuits.

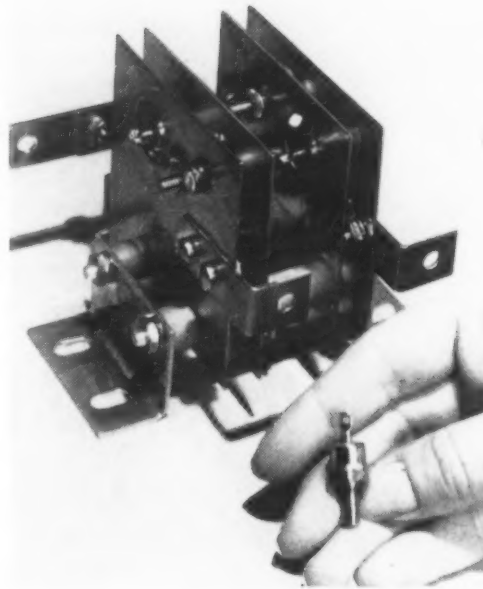
The new transistor measures only 1/20 in. wide and 1/100 in. high; 200 could fit into 1 cu. in. Eventually, the inventors say, they can **pack 1,000 transistors into the same space**. All this means a tremendous space saving. Right now the emphasis, of course, is on missiles, but it could mean that **someday you may be able to pack an electronic computer into your hat**.

The old standby, **nylon**, may have a competitor. Du Pont's new plastic, **Delrin**, has much the same properties as nylon. It can be molded and extruded on conventional machines and with conventional techniques.

Du Pont feels Delrin will complement nylon. The company's Zytel nylon would still be preferred for applications like bearings. Delrin would be the material for gears.

Commercial production is expected by 1959. Initial price would be around \$1/lb. with a potential 80¢/lb. when production gets rolling.

Here's your weekly guide to . . .



Silicon Power Rectifier

Many Power Applications

Silicon power rectifier type 304 is a hermetically sealed unit which can be used to provide forward dc. up to 12 amp. with a maximum peak inverse voltage up to 500 v. For high-temperature applications, this rectifier is capable of operation at a junction temperature of 190 C. with no detectable change of characteristics due to aging. Reverse leakage of the cell is a maximum of 10 milliamp. at rated peak inverse voltage and maximum temperature.

Price: from \$4.50 to \$27 (ratings from 50 through 600 v.). Delivery: immediate.

Westinghouse Electric Corp., Box 2099
Pittsburgh, Pa. (2/24/58)



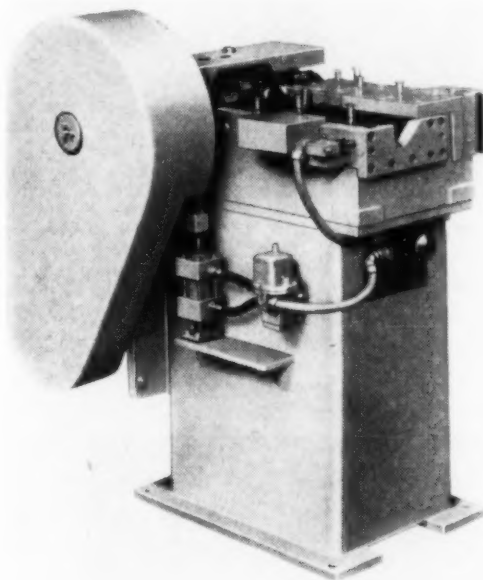
Lightweight Spray Guns

For General Maintenance

Models 35 and 36 spray all types of paints and fast drying lacquers. They can be used with air compressors rated to 1 hp. Both models allow the use of an external mix nozzle buildup, even while using as small as a 1/4-hp. compressor. On model 35, a simple, one knob adjustment permits change from siphon to pressure cup feed. Gun is bleeder type without air valve. Model 36 is adapted for fluid pressure tank.

Price: \$19.50 (Model 35, with cup); \$16.50 (Model 36, with cup). Delivery: immediate.

Binks Mfg. Co., 3122 W. Carroll Ave.,
Chicago 12, Ill. (2/24/58)



Flaring Machines

Produce Double Flare

Machine is designed to produce a double flare at high speeds on steel and nonferrous tubing, at a single tube position. Machine consists of two basic, integrated mechanisms: a motor-driven mechanical press, and a mechanical punch-shifting and tube-clamping mechanism. Model A-2 features a foot-operated clutch, and has a mechanical anti-repeat. Model B-2 has an air-cylinder-operated clutch and an electrical anti-repeat.

Price: \$5,600 (Model A-2); \$5,800 (Model B-2). Delivery: 6 to 8 wk.

Automation Associates, Inc., 1444
East 11 Mile Rd., Madison Heights,
Mich. (2/24/58)



Optical Comparator

Has Duplex Operational Features

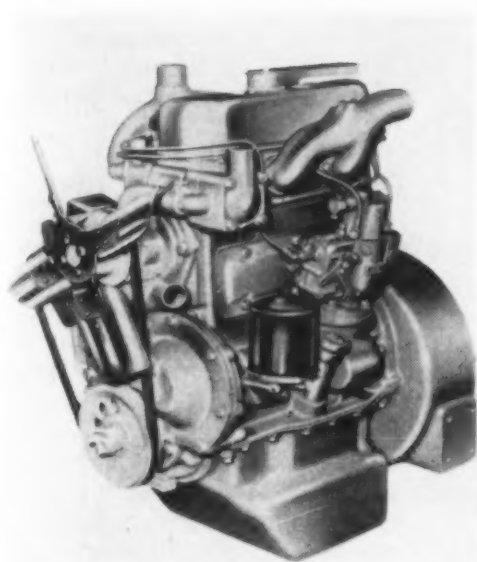
Big Twin Eighteen model, with 18-in.-dia. screen, can be used either as a vertical (floor-type) unit or in a horizontal (bench-type) position. Lenses provide magnifications of 10X, 20X, 25X, 31 1/4X, 50X, 62 1/2X, and 100X. Color filter is included as part of the condenser system. The 18-in. screen provides 254 sq. in. of viewing area. Plain platform stage, 6x8 in., is standard equipment. Dual twin-lamp-house surface illuminator and a pedestal base can also be furnished.

Price: \$785 (base price). Delivery: 10 days.

Portman Instrument Co., Town Dock
Rd., New Rochelle, N. Y. (2/24/58)

New Products

Another PURCHASING WEEK service: Price and delivery data with each product description.



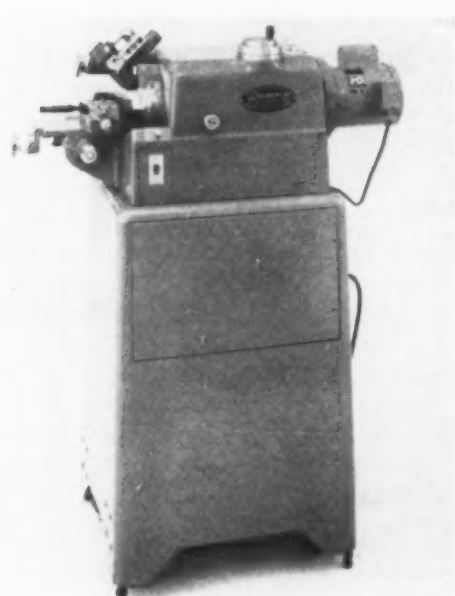
Gas and Diesel Engines

With Interchangeable Parts

Overhead valve gasoline engines are known as the GO series while the direct injection diesels are known as the DD series. In 3-cylinder engines cylinder blocks not only are interchangeable between the gasoline and diesel engines of like size, but were so designed that they can be turned end for end and the fly-wheel housing and gear cover bolted to either end, permitting the power to be taken from either end of the engines.

Price: about \$1,000 (diesel), about \$700 (gasoline), power unit ready for operation. Delivery: about 60 days.

Hercules Motors Corp., 101 Eleventh St., S. E., Canton, Ohio. (2/24/58)



Drill Sharpening Machine

Grinds Spiral Point on Twist Drills

Spiropoint is designed to grind the new spiral point on twist drills. Drill is held stationary and the generating system gyrates around drill axis to produce the desired shape on the end of the drill. Machine is built in two sizes, Model 500 to accommodate drills from 1/8 to 1/2-in. dia., and Model 750 for drills from 1/8 to 3/4 in. An attachment is available which enables both models to grind from No. 60 (0.004 in.) to 1/8-in. drills.

Price: \$2,830 (Model 500), \$3,100 (Model 750). Delivery: about 30 wk.

Cincinnati Lathe & Tool Co., Disney & Rogers Sts., Cincinnati 9, Ohio. (2/24/58)



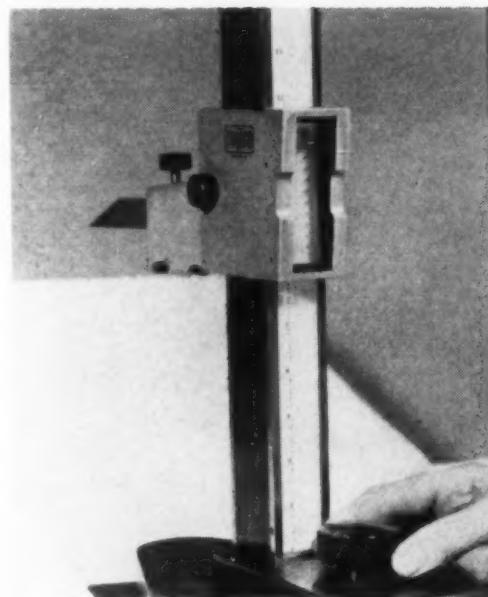
Ultrasonic Unit

For Cleaning, Immersion, Rinsing

Model H-50 Sonogen cleaner processes surgical instruments from several operations at one time, or handles the equivalent in badly soiled industrial parts. Sonogen can be used industrially for removing carbon, grease, small chips, and many insoluble soils from intricate parts. H-50 generates powerful pulses of electrical energy at 40,000 cps., which are converted by a transducer into mechanical vibrations of the same ultrasonic frequency. Stainless steel unit is 27x36x42 in. high, with counter top area 21x36 in.

Price: \$2,450. Delivery: 4 wk.

Branson Ultrasonic Corp., 40 Brown House Rd., Stamford, Conn. (2/24/58)



Height Gage

Has Window-Glass Scales

Transparent window-glass scales solves the problem of quickly reading fractions of 0.001 in. Reflector behind glass scales diffuses light and shows scale, vernier lines, and numbers in sharp relief, with no need for magnifiers. A distinct and differently designed H-beam is used for strength and rigidity, preventing sway and vibration. This is said to be advantageous particularly for layout and checking of large jigs, fixtures, and machine parts. Scriber clamp holds all types of scribers either above or below jaw.

Price: from \$310. Delivery: immediate. George Scherr Co., Inc., 200 Lafayette St., New York 12, N. Y. (2/24/58)



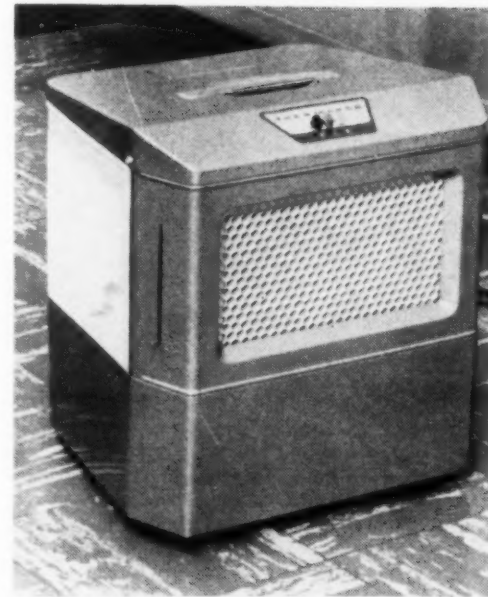
Shell-Core Blower

For Smaller Foundries

Semi-automatic shell-core blower is designed for one or two-man operation. It will operate on low-pressure compressed air (10 to 25 psi.). A variety of cores can be cured at the machine's two stations. Cores shuttle from one station to the other. Operator controls the blow time. Each station has roll-over action center pivoted; each heater vise is opened and closed by lever and cam action to assure positive sealing of molds during curing. Machine handles core boxes up to 4-1/8 in. deep; 10 in. wide; 15 in. long.

Price: \$2,485. Delivery: 3 to 4 wk.

Harrison Machine Co., Wesleyville, Erie, Pa. (2/24/58)



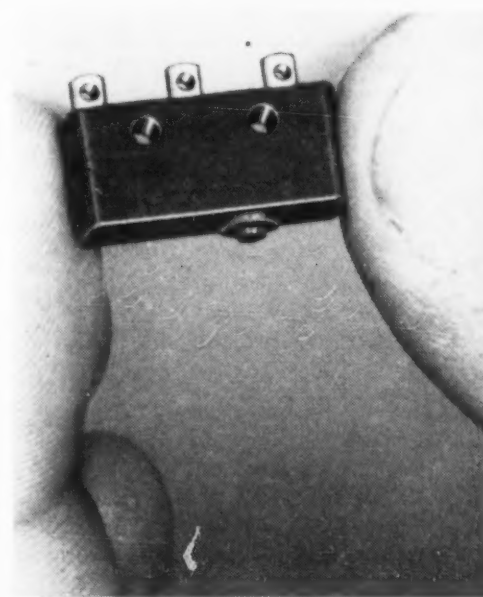
Evaporative Air Cooler

Offers Two-Speed Operation

Model CB-8P-2 portable cooler has a direct motor driven pump. The two-speed motor is operated by push-button controls that let the model run faster during the hottest hours, slower during the cooler hours at night. Cool, filtered air is pushed on its way by a turbo blade blower through a honeycomb grille which allows a maximum discharge area. Plug at the bottom of cooler simplifies draining for winter storage.

Price: from \$42.95. Delivery: immediate.

Thermador Electrical Mfg. Co., 5119 District Blvd., Los Angeles 22, Calif. (2/24/58)



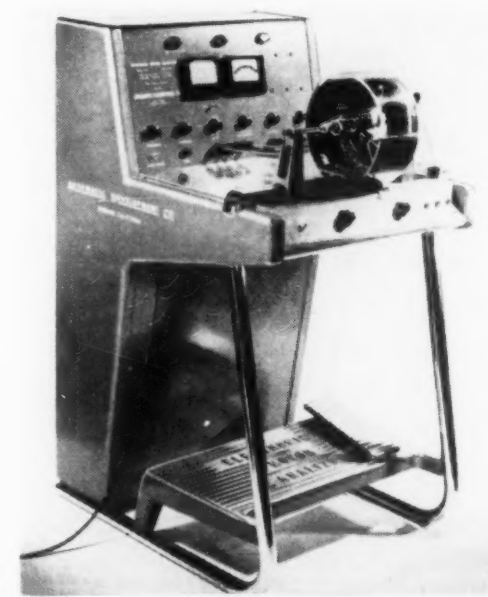
Sub-Miniature Switch

Many Actuators Available

E4-134 snap-action switch features small size, dimensional stability, precision and is claimed to offer at least 1-million operations mechanical life at 0.005 over-travel. Long life switch series are available with turret or standard solder terminals and with a wide range of actuators for manual, in-line, cam or slide applications. The small size, 25/32 in. long, and sensitive operation make it applicable to business machine, vending, electronics and other uses requiring precise electrical control in limited space.

Price: \$1.50. Delivery: 8 to 10 days.

Electro-Snap Switch & Mfg. Co., 4218 W. Lake St., Chicago 24, Ill. (2/24/58)



Motor Analyzer

Tests 6 to 10 Components Per Min.

Model 1061 provides an efficient system for production quality control of electric motors, solenoids, coils, magnetic materials, etc. The instrument provides a maximum flexibility in application to ac. and dc. devices. Electronic analysis are made for opens, shorts, winding errors, reverse connections, high potential to ground, and commutator position. Insulation is electrically stressed on both wire-to-wire and wire-to-ground areas.

Price: \$1,975 to \$4,250. Delivery: immediate to 2 mo.

Automatic Development Co., 2530 N. Naomi St., Burbank, Calif. (2/24/58)

Profitable Reading for P.A.'s

"Reading Maketh a Full Man"—Bacon

Fasteners Described

Fasteners Handbook. By Julius Soled. Published by Reinhold Publishing Corp., 430 Park Ave., New York 22, N. Y. 430 pages. Price \$12.50.

Up-to-date answers to fastening problems in all fields are comprehensively covered.

Illustrations and descriptions provide detailed information on both standard and proprietary fasteners available from all manufacturers.

Included are specialized fasteners developed during World War II, fasteners to increase structural safety and reliability, with complete range of sizes and type of materials available for fastener users.

Aerosol Products Listed

CSMA Aerosol Guide. Published by Chemical Specialties Manufacturers Association, Inc., 50 E. 41st St., New York 17, N. Y. 96 pages. Price \$8.00.

This guidebook for manufacturers and marketers of aerosol products consolidates all testing methods, regulations and recommended practices developed in the last 10 years by the pressurized-packaging industry.

The guide which is available in loose-leaf binder form contains every accepted testing method developed by the scientific committees of the Chemical Specialties Manufacturers Association aerosol division.

Complete information on Circuit Analyzers is available in catalog titled, "DIT-MCO Electrical Wiring System Testing Equipment." Catalog describes, in detail, the operation of DIT-MCO Circuit Analyzers, which are designed to expedite the testing of complex, multiple circuitry in the aircraft, missile, electronic and related fields. Catalog is published by **DIT-MCO, Inc., 911 Broadway, Kansas City 5, Mo.**

Plastic daylighting products is described in 22-page, two-color catalog (A.I.A. File No. 26-A-9). It contains general information, specifications, architectural and engineering details, suggested applications, and other information on glass-reinforced plastic products. Catalog can be obtained from **Resolite Corp., Zelienople, Pa.**

Thermocouple and thermo-couple extension wires are illustrated in catalog according to insulation and construction. Listed with each type of wire are identification symbols of the calibrations and gage sizes in which it is available. Catalog 32 can be obtained from **Thermo Electric Co., Inc., Saddle Brook, N. J.**

Mill-grooved light weight steel tubing for use as portable pipe line with standard mechanical couplings is described in 8-page brochure. Tubing can be used for air lines, gathering lines, vacuum lines, paint lines, sprinkler and water supply piping. Brochure is offered by **Steel & Tubes Div., of Republic Steel Corp., 224 East 131st St., Cleveland 8, Ohio.**

Complete line of bearing units, consisting of pillow blocks and flange blocks is described in catalog BU-101-A. It can be obtained from **Browning Mfg., Co., Maysville, Ky., U.S.A.**

Complete line of Palnut lock nuts and fasteners is described in 28-page catalog which includes product descriptions, illustrations, dimensions, screw tension pounds, materials, finishes, typical applications. Catalog provides details of design and locking principle, high-speed wrenches and applicators, assembly and cost data. Catalog is published by **Palnut Co., 61 Glen Rd., Mountainside, N. J.**

How to determine the required torque for proper tightening of bolts according to specific requirements is described in a special report. These are the factors considered: size of bolt, type of nut and washer and type of thread. Copies may be obtained from the **Skidmore-Wilhelm Mfg. Co., 442 South Green Rd., South Euclid (Cleveland), Ohio.**

Three configurations in roofing and siding materials for use in industrial building construction are described in brochure. They include V-beam roofing and siding, and two siding sheets with box-rib configurations of four and eight in. pitch. Brochure is offered by **Kaiser Aluminum & Chemical Sales, Inc., Department NR-7, 919 North Michigan Ave., Chicago 11, Ill.**

Properties, uses, applications and advantages of magnesium is described in 54-page booklet. It gives details on magnesium's machineability, lightness of weight, weldability, design efficiency, durability, strength, and bulk stiffness. Copies are available from **White Metal Rolling & Stamping Corp., 88 Moultrie St., Brooklyn 22, N. Y.**

"Building Blocks For Industrial Progress" presents chemical formulae and test results on alcohols, esters, glycols, ketones,

chlorinated solvents, plasticizers and miscellaneous solvents. A solvent resin guide for these solvents is a feature. Copies may be obtained from **American Mineral Spirits Co., Murray Hill, N. J.**

Tooling catalog (B-305) includes 42 styles and 220 different holders for tools with "throw-away" carbide inserts. A new code-numbering system which simplifies ordering the greatly expanded number of types and sizes of these tools is featured. Catalog can be obtained from **Kennametal Inc., Latrobe, Pa.**

Entire line of mercury lamps is described in catalog LS-103 "Mercury Lamps and Transformers." Catalog offers a comprehensive source of information on the design and operating characteristics of these light sources as well as the physical, electrical and output data of the G.E. mercury line. It can be obtained from **General Electric, Cleveland 12, Ohio.**

"Parts Machined to Highest Precision for Missiles, Rockets and Jet Engines" is title of 16-page booklet that shows representative group of parts machined to extreme precision specifications. These parts cover a wide range of materials. Booklet may be obtained from **American Non-Gran Bronze Co., Berwyn, Pa.**

Common hazard to wire rope, crushing, is described in bulletin 102. All of the major causes of crushing are covered, including overloading, quick starts, wrong sheave sizes, and others, as well as actual mechanical crushing. Bulletin No. 102 may be obtained by addressing, **Advertising Department, Leschen Wire Rope Div., H. K. Porter Co., Inc., 2727 Hamilton Ave., St. Louis 12, Mo.**

Economies of proper tape usage and advantages of mechanically dispensed and applied pressure sensitive tapes are described in a new 32-minute color movie. Film, entitled "Two Billion Rolls", contains many on-the-job sequences shot in plants around the country. Showings before civic groups and clubs, in addition to those in plant, can be arranged through **Minnesota Mining & Mfg. Co., 900 Bush St., St. Paul 6, Minnesota** or its local branch salesmen.

Vibratory bulk materials handling equipment and other products are described in 60-page catalog No. 5712. Product illustrations, descriptions and specifications are given along with illustrations of many typical installations. Also included is latest listing of Syntron sales representatives. Catalog is offered by **Syntron Co., 936 Lexington Ave., Homer City, Pa.**

Compar-A-Frame, Bulletin B-1284-1, gives NEMA frame assignments and overall dimensions of Reliance ac. motors in new NEMA frame sizes from 364U to 445U. Punched for easy insertion in notebooks, the bulletin explains how to quickly compare dimensions of the Reliance Series "C" motors with those of the Series "D" line (new NEMA frame sizes). Bulletin may be obtained by writing to **Reliance Electric & Engineering Co., 24701 Euclid Ave., Cleveland 17, Ohio.**

Iron phosphating compound Oakite Cryso-Coat No. 89 that cleans and phosphates metal at the same time; and **Oakite Cryso-Coat HC**, the zinc phosphating compound designed to give a heavy coating in tank application are the subjects of two folders. Folders can be obtained from **Oakite Products, Inc., 19 Rector St., New York, N. Y.**

THE NATIONAL SCENE



NEED LAMINATED PLASTICS? Call us Monday morning

Weekly PHENOLITE® stock reports cut delivery time

Phone your nearest National sales office for fast, accurate answers on PHENOLITE-in-stock for immediate shipment. Every Monday morning all National sales offices receive up-to-the-minute stock information. Stocks include over 20 of the most used grades, including glass base, major paper and cotton base grades, and those meeting Mil Specifications. Nylon rod is also stocked for immediate shipment.

Save time. Call your nearby National office any Monday morning.

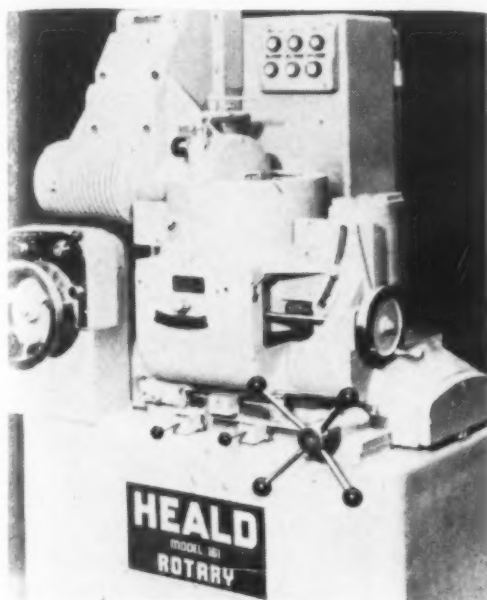
Baltimore . . . VALley 3-0393	Philadelphia . . . SHERwood 8-0760
Boston . . . TWInbrook 4-3500	Pittsburgh . . . FAirfax 1-3939
Chicago . . . AUstin 7-1935	Rochester . . . HILLside 5-0900
Cincinnati . . . GARfield 1-0632	St. Louis . . . PARKview 5-9577
Cleveland . . . CHerry 1-2086	St. Petersburg . . . 5-5505
Dallas . . . DAVis 8-1733	San Francisco . . . DAVenport 6-4667
Detroit . . . UNiversity 3-3632	Seattle . . . MELrose 7298
Griffin, Ga. . . GRiffin 8-1308	Wilmington . . . OLYmpia 5-6371
Indianapolis . . . WALnut 3-6381	
Los Angeles . . . RAYmond 3-3129	
Milwaukee . . . BRoadway 6-6995	
New Haven . . . LOCust 2-3594	
Newark . . . MITchell 2-6090	
New York . . . CORtlandt 7-3895	

IN CANADA:

National Fibre Co. of Canada, Ltd.
Toronto . . . LENnox 2-3303
Montreal . . . AVenue 8-7536

NATIONAL VULCANIZED FIBRE CO.
WILMINGTON 99, DELAWARE • In Canada: NATIONAL FIBRE COMPANY OF CANADA, LTD., Toronto 3, Ontario

Your Weekly Guide to New Products — (Continued from page 23)



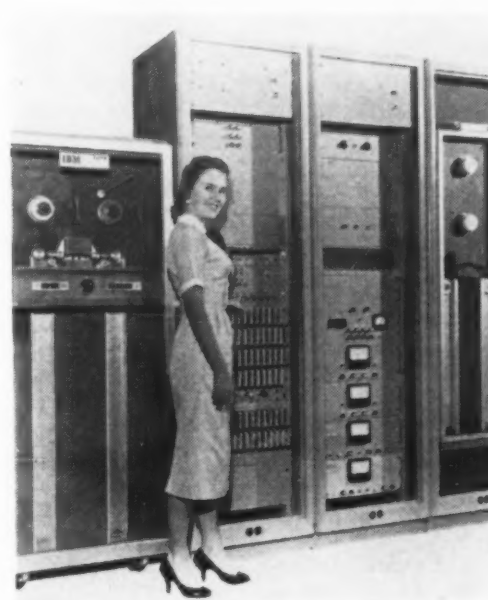
Rotary Surface Grinder

Handles Work Up to 6 In. O. D.

Model 161 is suited to small work grinding operations on a high production or job-lot basis. Machine grinds flat, convex, or concave surfaces. Column type machine can produce finishes of 2 to 4 microinches in suitable types of material. Machine has hydraulic control of the operating cycle. Model 161 is also available as a manually-operated machine which can be changed over to hydraulic operation by adding a power pack. Provision is made for wet-grinding operations.

Price: about \$6,000. Delivery: from immediate to 14 wk.

Heald Machine Co., Worcester 6, Mass. (2/24/58)



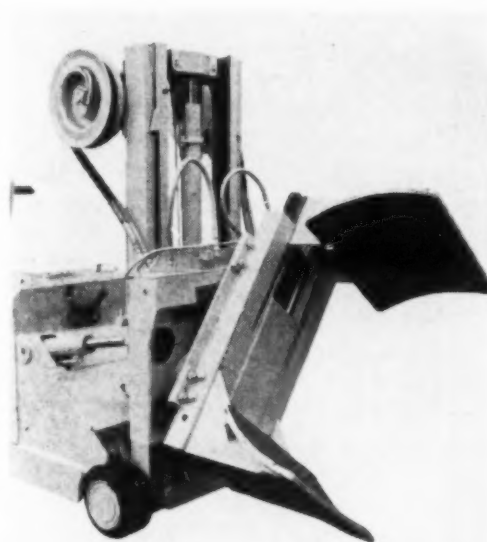
Computer Language Translator

For Rapid Interchange of Data

Magnetic tapes recorded in the format of one computer can be translated and recorded on magnetic tape directly usable by a different computer. Model ZA-100 converts punched cards or punched paper tape to magnetic tape. Data recorded on magnetic tape can be converted to punched cards, paper tape, or line printer. Single translator system performs any one of several input-output requirements.

Price: \$60,000 to \$90,000. Rent: \$25 per \$1,000 of equipment (for 40 hr. per week operation.) Delivery: 4 to 6 mo.

Electronic Engineering Co. of California, 1601 East Chestnut Ave., Santa Ana, Calif. (2/24/58)



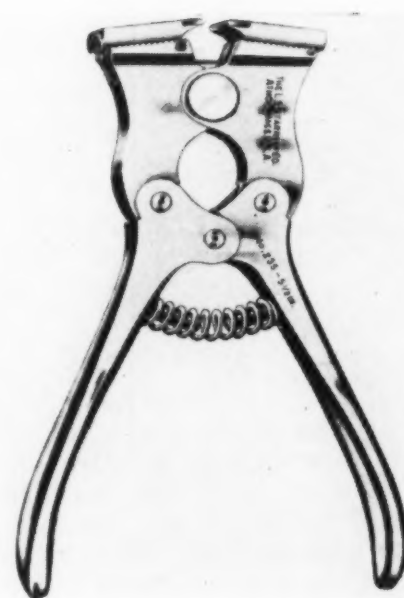
Paper Roll Clamp

Handles Rolls From 10 to 60 In. Dia.

The curve-plated grab is capable of rotating a full 360 deg. and consequently places a roll in any desired position. Constructed with heavy duty features, the equipment has a vertical lift of 133 in., permitting rolls to be stored to a maximum height. The grab will easily pick up rolls measuring from 10 to 60 in. in dia. and weighing 1,200 lb. Truck with its clamp is especially adaptable to unloading truckloads of paper from the ground.

Price: \$4,390 (combined truck and clamp). Delivery: 10 wk.

Automatic Transportation Co., 149 West 87th St., Chicago 20, Ill. (2/24/58)



Adjustable Jaw Nippers

Feature Carbide Tips

Cut nippers have jaws that can be removed, reground and adjusted, or replaced. Available as No. 1X for cutting wire, and as No. 235X with wider opening jaws for cutting tile, these cut nippers are of special design. Jaws are secured in toothed seats by screws and may be removed and ground after becoming worn. Adjustment allows for grinding back each jaw up to 1/4 in. before replacement is necessary. Stud and stop screw holds compression spring.

Price: \$19.50/5 1/2 in. and \$20.75/7 in. in both models. Delivery: immediate.

L. S. Starrett Co., Athol, Mass. (2/24/58)



Microfilm Camera

Has Automatic Exposure Control

Automatic exposure control of the MT/O compensates for variations in voltage as well as background density and gives the exact exposure time which results in high fidelity microfilm of even density. This eliminates the need for light meters, voltage controls and other special engineering camera accessories. MT/O camera has a high speed motorized column and a light proof cut-off magazine for removal of short strips.

Price: \$4,715. Delivery: 60 to 90 days.

Microline Products Group, Ozalid Div., General Aniline & Film Corp., 12 Corliss Lane, Johnson City, N. Y. (2/24/58)



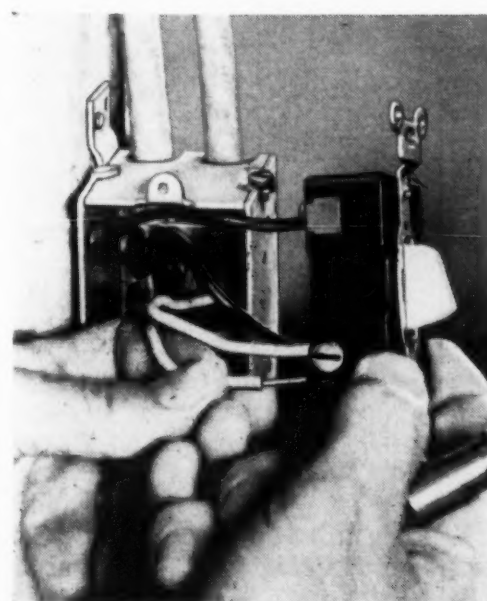
Temperature Bridge

Reads Change Directly in Deg. C

Change-in-resistance method offers the direct reading in deg. C. Equipment is calibrated to operate with resistors of platinum, nickel, copper, or other materials having a linear resistance vs. temperature characteristic. It can be used to measure directly temperature rise in inaccessible locations in units such as computers in conjunction with special nickel resistors; to measure directly temperature rise in electromagnetic devices such as clutches and motors. Various ranges of temperature can be provided.

Price: \$149.50. Delivery: about 6 wk.

Dynamic Development Co., 59 New York Ave., Westbury, N. Y. (2/24/58)



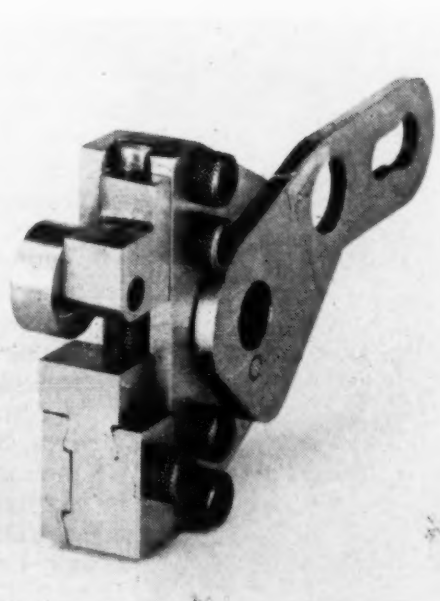
Press-Action Switch

Thru-Connection for Easy Wiring

Presswitch is designed for all ac. applications, particularly large fluorescent installations in offices, factories, and institutions. Presswitch turns on or off with the slightest nudge of the elbow or press of the finger. Simplicity of inner cam construction with relatively few operating parts insures dependable, long-life operation. Presswitch requires no special wiring. It fits standard wall boxes and wall plates. Available in single or double pole, 3- or 4-way switch.

Price: \$1.31 (single pole switch). Delivery: immediate effective March 1.

Harvey Hubbell, Inc., Bridgeport 2, Conn. (2/24/58)



Shaving Tool

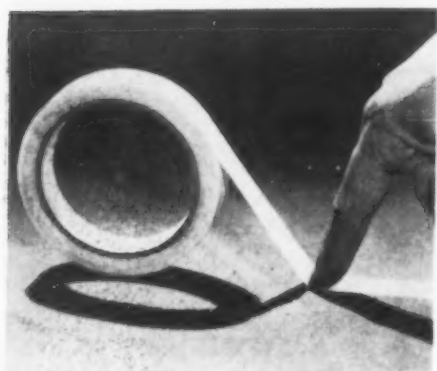
Holds Tolerance of ± 0.00025 In.

Little Shaver is reported to be capable of shaving and forming parts that cannot be handled with ordinary circular form tools. Tool fits Brown & Sharpe automatics. Shaver is available in two models in three different sizes, 00, 0, and 2. Standard model supports the roll on both sides on long ordinary runs and forms. The special model permits shaving close to the chuck, as it supports the roll on only one side. It is used for forms with unusual differences in diameters.

Price: \$165 (00), \$190.30 (0), \$216.70 (2). Delivery: within 2 wk.

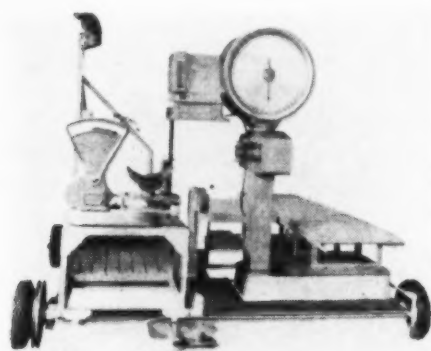
Jersey Mfg. Co., 407 Livingston St., Elizabeth, N. J. (2/24/58)

More New Products



Teflon Tape

Temp-R-Tape C is designed primarily for electrical insulation, particularly where a high dielectric, extremely thin, easy-to-apply insulation is desirable such as in miniature electronic components. The tape provides 2,750 v. per mil dielectric strength and has an operating temperature range of -100F. to 500 F. Temp-R-Tape C is made of specially produced 0.0015 in. cast Teflon film. To this backing, 0.005 in. of thermal curing pressure-sensitive silicone polymer adhesive is added. Price: 18 yd. rolls (3 in. core) \$5.30/1/4 in.; \$8.75/1/2 in.; \$12.75/3/4 in.; and \$15.75/1 in. Delivery: immediate. **Connecticut Hard Rubber Co., 407 East Street, New Haven, Conn. (2/24/58)**



Motor Driven Tramcar

Tramcar allows one operator in a single trip to formulate an entire batch and automatically record the individual weights of compounds and ingredients. Ingredient weights are printed on a continuous tape, thereby providing a means to check for batching errors. The total batch weight is also recorded when the batch is emptied into the mixer, offering a second way to check for errors. Tramcar is electrically propelled through power received from an overhead pulley operating on a trolley wire. One operator standing on a step platform controls the forward and reverse movement. Channel guides dictate the direction, acting as rails for the rubber tired wheels. Price from \$2,000 to \$4,000. Delivery: 2 to 4 Mo. **Richardson Scale Co., Van Houten Ave., Clifton, N. J. (2/24/58)**

WHERE-TO-BUY

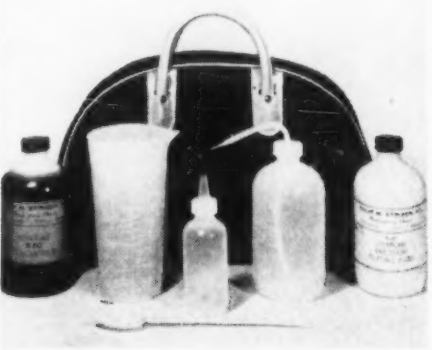
National purchasing section for new equipment, services, and merchandise. PUBLISHED: Monday. CLOSING: Monday, 14 days prior to issue date. SPACE UNITS: 1-6 inches. RATES: \$17.15 per advertising inch, per insertion. Contract rates on request. Subject agency commission and 2% cash discount.

PAINT STRAINERS

For STRAINING LACQUERS, ENAMELS, PAINTS or VARNISHES. Made of heavy paper stock with cloth inserts in various meshes. 6" in diameter. **LOUIS M. GERSON CO.** Box 175-E CU 6-1463 MATTAPAN, MASS.

Thermometer

Model G dial thermometer has a head dia. 1 1/4 in. and is suited for installation on any type of equipment where mounting space is limited. Model G is built on the direct drive bi-metal coil principle, which eliminates gears and linkage. Constructed entirely of stainless steel (except for the aluminum and black crystal-protected dial), all model G's are moisture sealed, overheat protected, pressure proof, and individually calibrated for peak accuracy. Model G is available in 11 ranges and can be supplied in 11 ranges each with a stem length as short as 2 1/2 in. or as long as 42 in. Prices: from \$8.70 to \$23.85. **W. C. Dillon & Co., Inc., 14620 Keswick St., Van Nuys, Calif. (2/24/58)**

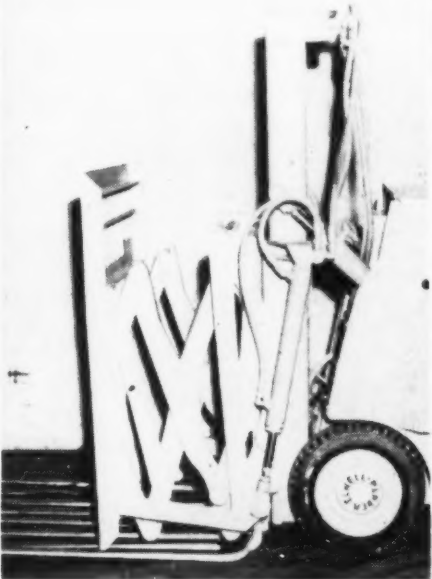


Cutting Fluid Test Kit

Kit makes it possible to spot test various types and mixtures of coolants on-the-job without the need to drain and refill the entire machine system. Test kit contains a 20-oz. graduated beaker and stirring spoon for preparing coolant mixtures in the exact proportions desired. Two plastic squeeze bottles equipped with jet-type nozzles permit simulated machine flow of the test fluid directly on the work. All necessary test equipment, dilution chart, and samples of X-32 and X-50 cutting fluids are compactly packaged in a convenient, serviceable canvas zipper case. Price: \$5. Delivery: immediate. **Philip M. Stinson, Inc., 8774 Grinnell, Detroit 13, Mich. (2/24/58)**

Pusher Attachment

Pusher attachment is specifically designed for use on 2,000-lb. and 3,000-lb. capacity cargo scout electric fork trucks. The combination provides users with benefits of palletless handling, plus the speed and maneuverability of the basic chassis. Attachment provides a convenient

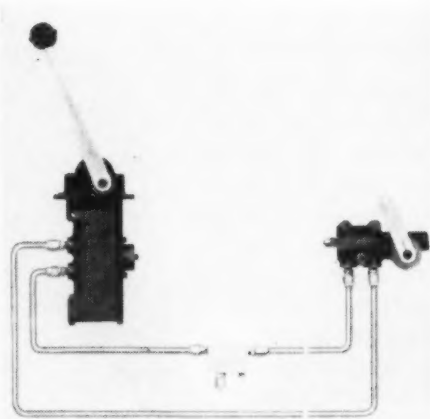


means for mechanically unloading packaged or bagged material from take-it-or-leave-it pallets, or directly from the truck's forks. In storage operation, the pusher is desirable since material which is to remain in storage for indefinite periods need not tie up pallets for these extended periods; and less total storage space is required. Price: \$1,955. Delivery: 14 wk. **Elwell-Parker Electric Co., 4205 St. Clair Ave., Cleveland 3, Ohio. (2/24/58)**



Service Brazing Alloy

Microbraz 150 features high strength and oxidation resistance in applications where erosion must be controlled. The brazing alloy is a nickel-base material containing chromium borides suited for use in the fabrication of such parts as turbine blades, rotor shafts, and highly stressed sheet metal structures. It is available in the form of powder, rod, paste, or plastic bonded wire. Material effectively resists oxidation to 1800F. plus. Price: \$7.90 per lb. for 1 to 24 lb.; \$7.20 for 25 to 199 lb.; \$6.70 for 200 to 499 lb.; and \$6.20 for 500 lb. or more. **Stainless Processing Div., Wall Colmonoy Corp., 19345 John R St., Detroit 3, Mich. (2/24/58)**



Hydraulic Remote Control System

Self-contained, completely hydraulic, manual, remote control system incorporates an integral filler-bleeder fitting that eliminates the need for accessory pressure equipment. Time required to fill the system with oil and bleed off the air is greatly reduced. Both operations can be accomplished simply and clearly by leading two lines from the fitting directly to the fluid supply and utilizing the master control lever as a pump. Hydronic system provides smooth, positive remote control of valves, clutches, transmissions, throttles, governors, conveyor gates, and similar devices. Hydronic system can be mounted in any position and is unaffected by vibration. Price: \$136. Delivery: 10 days. **Hydronic Co., 12685 Arnold Ave., Detroit 39, Mich. (2/24/58)**

Metal Cutting Snips

Three types, for left, right, and straight metal cutting, feature compound leverage action for maximum cutting power. Jaws of these heavy-duty snips are made of strong, alloy steel and have a hard chrome plate that adds longer life to the cutting edges. Spring action is incorporated for automatic opening after each cut; the snips are always ready for the next cut. Simple handle lock eliminates possible blade damage when snips are not in use. In locked position, the users' fingers are also safeguarded against chance contact with blade. For hand protection, the handles are coated with a tough plastic, contoured to comfortably fit the hand. Price: \$5.25. Delivery: immediate. **Stanley Tools Div. Stanley Works, 111 Elm St., New Britain, Conn. (2/24/58)**

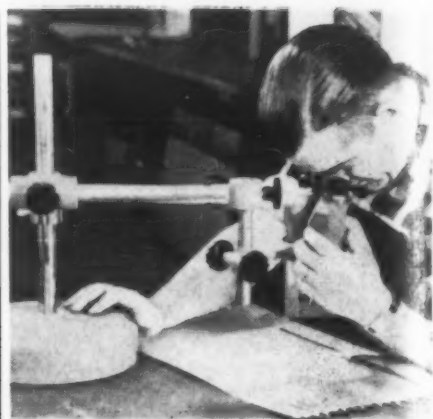


Automatic Tracer Lathes

Completely automatic Q model tracer lathes have been designed for high level performance in rough and finish turning shafts. Models LQ and AQ automatic lathes combine the advantages of multiple tooling for rapid stock removal and single tool tracer turning for accurate finishing operations. The operator simply loads shaft between centers and pushes the starting button. Multiple tools turn, then retract, after which the tracer tool finish turns and retracts to the starting position, and the machine is ready for reloading. Price: \$20,000 to \$35,000 (Model LQ); \$28,000 to \$46,000 (Model AQ) model prices vary with different carriage combinations. Delivery: 10 to 14 wk. **Seneca Falls Machine Co., Seneca Falls, N. Y. (2/24/58)**

Hydraulic Hand Pallet Truck

The 3,000 lb. capacity unit is offered with floor saving rubber tired front wheels and aluminum rear wheels. Carrying frame sizes range from 18 in. to 30 in. wide and 30 in. to 60 in. long. This lightweight pallet truck has a 270 deg. steering arc for good maneuverability in close quarters. To provide the increased capacity a stronger lifting mechanism, chain, and reach rods have been incorporated, and the frame is reinforced. Price: \$551 (48 in. standard model). Delivery: 4 wk. **Raymond Corp., 108-161 Madison St., Greene, N. Y. (2/24/58)**



Direct Measuring Microscope

This optical measuring tool utilizes a pocket comparator at the eyepiece end to project an image of the reticle pattern directly on the work. Operator reads exact measurements directly from the reticle; no calibration is required. Instrument provides a full 6 in. working distance between the objective and the object in view. Viewer sees an erect image. Design of this instrument is such that you can see and measure in deep down places, through glass; you can even measure compressible substances. Linear dimensions are given both in in. and mm. Price: \$94.50. Delivery: immediate. **Edmund Scientific Co., Barrington, N. J. (2/24/58)**

Gage Load Cells

A series of precision strain-gage load cells, for electrical measurement of forces and weights, incorporate a construction which provides up to 250% greater output with consequent reduction of interference from stray signals. Compression cells, in small hermetically sealed housings, are designed in nine capacities covering the range from 500 to 200,000 lb. Rugged cell construction permits 225% overload without affecting calibration. Special cell cable has zero moisture absorption; stainless steel jacket. Price: about \$500 (25,000; 50,000; and 100,000 range). Delivery: immediate in this range; about 60 days in other ranges. **Cox & Stevens Electronic Scales Div., Revere Corp. of America, Wallingford, Conn. (2/24/58)**

Speed Reply Form

This form is a 3-part carbon-interleaved stub-style set, size 8 1/2 x 8 1/2 in. It was designed specifically for the dispatching of short notes, instructions, questions and memos of all kinds where an answer is required. Speed reply form speeds your message and totally eliminates the need for writing a formal letter. It also provides the originator with a carbon copy of the message for follow-up purposes. It was devised for automatic and exact seating, when folded, in a standard No. 10 size window envelope to insure correct and speedy mailing by both sender and recipient. Price: \$6.50 (500; \$10.25 (1,000) to \$7.60 per 1,000 (10,000). Delivery: immediate for stock orders and 3 weeks for imprint orders. **Caletter Printing Co., 480 Canal St., New York 13, N. Y. (2/24/58)**

Your Weekly Guide to New Products — (Continued from page 25)



Drilling Machine

Makes Press High-Speed Driller

Drillspeeder has a maximum speed of 30,000 rpm. and is adaptable to any conventional style of drill press spindle, quickly converting it into a high-speed drilling machine. Drillspeeder permits the use of solid carbide drills and reamers and is good for high speed drilling of small holes. Drillspeeder features spindles of heat-treated steel, ground after hardening to insure minimum run out. All moving parts are completely enclosed and lubricated at the factory. Machine has heat-treated precision gears.

Price: \$75. Delivery: immediate.

Jarvis Corp., Middletown, Conn. (2/24/58)



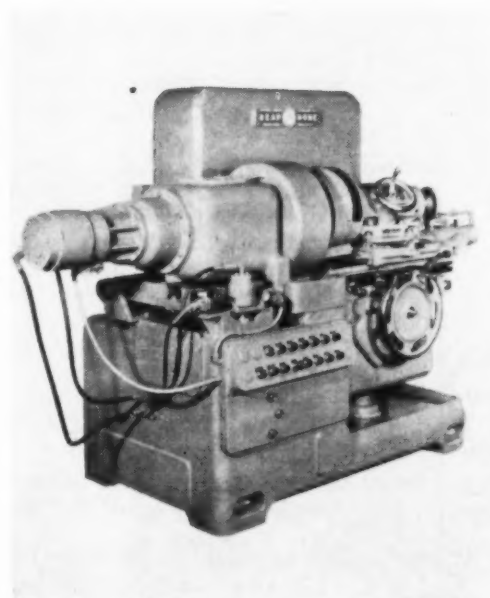
Plastic-Lined Pipe

Has Welded Steel Jacket

Jal-Jacket pipe combines the strength of steel with the chemical resistance of plastic. This product consists of a rigid polyvinyl chloride (PVC) tube which is jacketed with an electric resistance welded steel pipe. Its design features make it particularly suitable to serve the oil-producing industry. In the oil fields, it can be used to carry corrosive salt water used for water injection in secondary recovery systems. Pipe comes in 20-ft. lengths in 2, 3, and 4 in. nominal O.D. sizes.

Price: \$91 per 100 ft. (2-in. nominal). Delivery: 30 days.

Jones & Laughlin Steel Corp., 3 Gateway Center, Pittsburgh 30, Pa. (2/24/58)



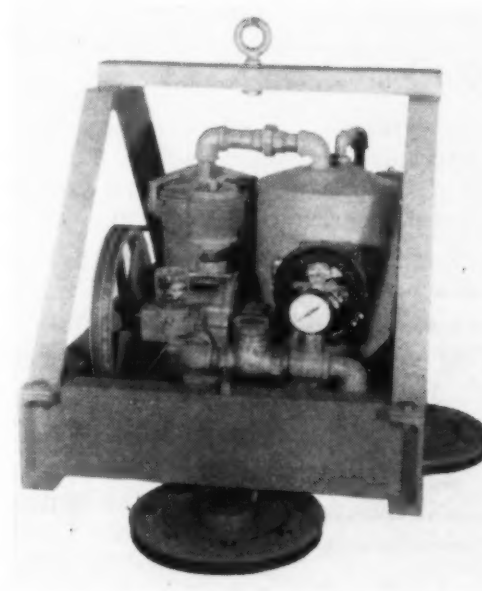
Gear Tooth Honer

Internal Spur, Helical Gears

Model GHC is designed to remove nicks and burrs, improve tooth surface finish and make minor tooth shape corrections in hardened gears. Both taper and crown honing operations can be performed. Machine has a special high speed motorized work-head with a patented tilting arrangement that permits honing with either constant-pressure or zero-backlash methods. Model GHC Red Ring will hone gears from 4 to 6-in. pitch dia. Electrical and pneumatic controls are used.

Price: about \$30,000. Delivery: 20 wk.

National Broach & Machine Co., 5600 St. Jean Ave., Detroit 13, Mich. (2/24/58)



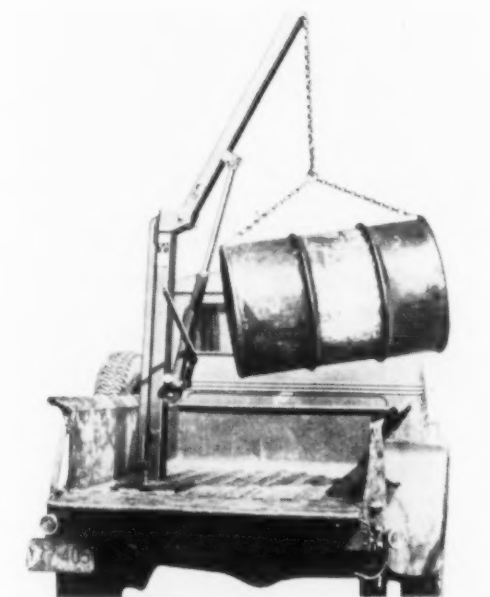
Vacuum Lift

Hoists Up To 4,420 Lb.

Self-contained, portable, vacuum lift handles flat material such as glass, sheet metal, aluminum sheets, marble slabs etc. This lifting device may be used to handle most sizes of sheets. Unit measures only 2 ft., 10 in. x 3 ft., x 4 ft. long and is designed for use with an overhead crane. By lifting directly from the top, prying and slings are eliminated. Vacuum reservoir is included where extra vacuum is stored, so in the event of mechanical failure wafer seat check valve closes automatically.

Price: \$1,450. Delivery: 3 wk.

Edward Zibell Co., Montvale, N. J. (2/24/58)



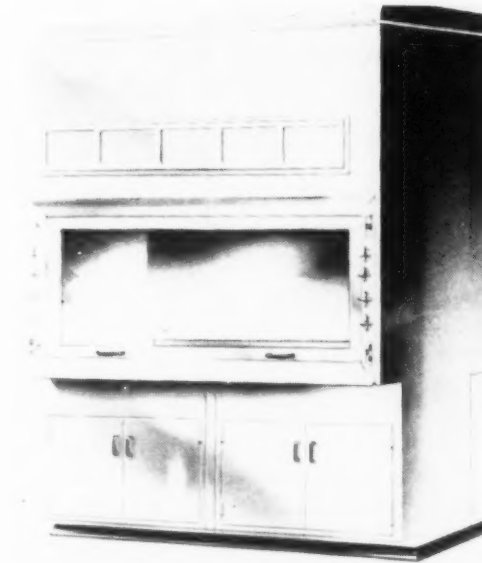
Light-Weight Crane

For Truck Mounting

Little Oscar weighs only 99 lb. and will lift loads up to 1,000 lb. It is designed for use on trucks in its easily installed mounting well, weighing only 17 lb. The mounting well mounts flush with the deck of the truck so no deck space is wasted, and the little Oscar crane is easily removed from the mounting well when a full truck deck is required. Its boom raises 88 in., drops to 23 in. and is 45 in. in length. Overall height is 49 in.

Price: \$179.50/ Model 90B; \$119.50/ Model 90S. Delivery: immediate.

Star Machine & Tool Co., 201 Southeast Sixth St., Minneapolis 2, Minn. (2/24/58)



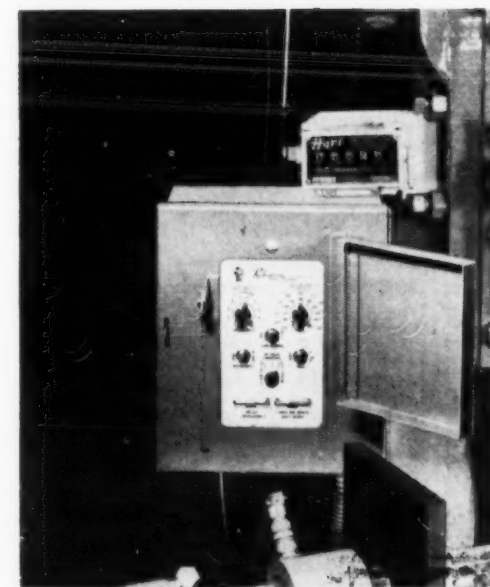
Airflow Fume Hood

Increases Laboratory Safety

Gently curved vertical panels and horizontal deflector vanes at the face of the 6-ft.-wide hood admit air in a smooth, unbroken pattern. Air foil across the front directs incoming air across the work surface, effectively sweeps fumes back to the lower baffle opening. The 1 in. air space between air foil and ledge of work surface is always open, to insure constant air flow. A bypass grille at the top of the face assures that the hood cannot be starved off when the sash is closed.

Price: about \$1,490. Delivery: immediate.

Fisher Scientific, 389 Fisher Bldg., Pittsburgh 19, Pa. (2/24/58)



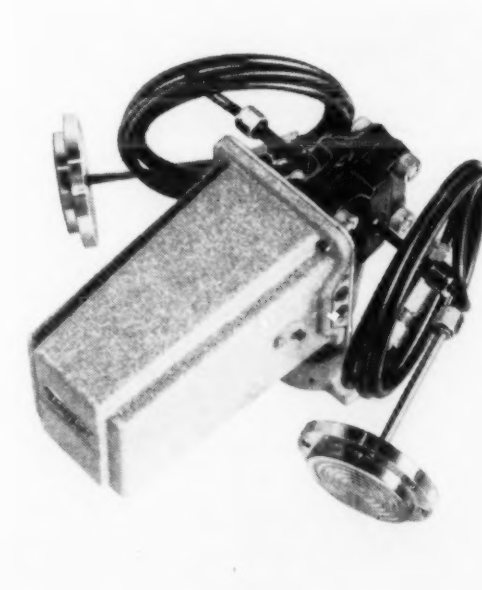
Electronic Press Control

Stops Press Double-Heading

Die-saver press control is comprised of two parts; a control panel whose contacts are connected to the press circuit, and a detection unit which consists of a high-frequency coil mounted on a Cadco cast acrylic tube. The acrylic tube is electronically as well as optically transparent. Press control unit may also be used to automate the press and to count stamped parts. With the electronic controls on duty, operators may control more than one press.

Price: \$400 (detector pick-up), \$455 (air ejector). Delivery: 1 to 2 wk.

Robotron Corp. 21300 W. Eight Mile Rd., Detroit 19, Mich. (2/24/58)



Pressure Transmitter

For Hard-To-Handle Fluids

The 205T volumetric differential pressure transmitter was designed to simplify difficult flow and liquid level measurements, i.e., corrosive fluids, liquids that jell when not in motion, colloidal suspensions, and slurries. It provides a standard instrument which is said to eliminate a variety of costly special installations and the maintenance of winterized lead lines ordinarily required between transmitter and process. The entire sensing system is factory-filled with silicone compound and permanently sealed.

Price: \$525. Delivery: 6 to 9 wk.

Taylor Instrument Co., 95 Ames St., Rochester 1, N. Y. (2/24/58)

Castle & Co. Starts Aluminum Production

Chicago—A. M. Castle & Co., a steel warehousing firm, has entered the aluminum and plastics fields. Olin Aluminum Division of Olin Mathieson Chemical Corp., has named Castle a distributor for its aluminum stock.

Castle will also handle plastic pipe manufactured by the General American Transportation Corp. The aluminum line will be available by late spring.

Standard Pressed Steel Opens Screw Laboratory

Jenkintown, Pa.—Standard Pressed Steel Co. has opened the first two of three screw thread metrology laboratories which offer a new service to industry on fastener fit problems.

The completed facilities are at the headquarters plant of the precision fastener manufacturer here and at the Cleveland plant of a subsidiary, Cleveland Cap Screw Co.

Edgecomb Adding Center

Greensboro, N. C.—A \$1.5-million metal service center will be completed by the end of the

year. The center, being built by Edgecomb Steel Co., Philadelphia, will serve the Southeast in conjunction with the Charlotte, N. C. warehouses.

J.&L. Steel Corp. Makes Zinc-Coated Sheets

Pittsburgh—Jones & Laughlin Steel Corp. is now manufacturing electrolytic zinc coated sheets, including chemical treatment of the sheet surfaces for paint adherence.

Four new products are: electrolytic zinc coated sheets, chemically treated; cold rolled sheets, electrolytic zinc flash coated, chemically treated, and hot dipped galvanized (JalZinc) sheets, chemically treated.

Auburn Buys Norton Firm

Auburn, N. Y.—Auburn Plastics, Inc., has acquired the plant of Norton Laboratories, Inc., of Lockport, N. Y. Norton is a molder of plastic component parts for industry.

Smelter Work Stops

Henryetta, Okla.—Eagle-Picher Co. suspended smelter operations Feb. 15. Reason given was the depressed lead and zinc market.

DuPont Explosives Unit Forms Sales Division

Wilmington, Del.—DuPont's explosives department has established a new sales development section to provide technical service to customers and develop sales for its chemical and specialty products.

It will be headed by Dr. Marshall F. Acken, formerly manager of the chemical sales section, assisted by Henry H. Herring, manager of technical service and development in the chemical sales section.

The new section will explore markets for new products and new markets for existing products, provide technical service to customers, and direct the programs of the sales service laboratory at Carney's Point, N. J.

General Transistor Buys Dunn Worsted Plant

New York—General Transistor Corp. has purchased the former plant of Dunn Worsted Co. at Woonsocket, R. I., with more than 125,000 sq. ft. of floor space.

The electronics firm expects to employ 500 persons this year at the Woonsocket location. Officials said the employment total ultimately may run between 1,000 and 2,000 workers.

Sales Department. G.E. says this will provide a streamlined approach to the department's two major markets—electric utility and all other industrial.

United States Chemical Buys Missile-Air Firm

Los Angeles—United States Chemical Milling Corp. has acquired the controlling interest in Missile-Air.

Missile-Air, with two plants in the Los Angeles area, makes component parts as well as ground handling equipment, fuel tanks, control apparatus, flush latches and aircraft subassemblies.

American Chain Unites Campbell, Allison Units

Bridgeport, Conn.—American Chain & Cable Co., Inc., has consolidated two of its divisions, the Allison Division and the Campbell Machine Division, to provide greater flexibility and better service.

Campbell Division makes abrasive cutting machines and nibbling machines for the metalworking industry. Allison makes rubber and resinoid bonded abrasive cutting wheels.

Film Corp. Establishes Microfilming Centers

Johnson City, N. Y.—Ozalid Division of General Aniline & Film Corp., has established microfilming service with centers in 30 major cities throughout the country and in Montreal and Toronto, Canada.

These centers can provide microfilm service on a day-to-day basis with filming, processing, unitizing, indexing, duplicating, enlarging, and printing.

Griggs Opening in Texas

Selma, N. C.—Griggs Equipment Co., Belton, Texas, plans to open a plant here within the next few months. The 80,000 sq. ft. building will be production center for school, church, and theater seating for the East Coast as well as serve as a shipping point for the Texas plant.

Stokes Corp. Division Opens Sales Office

Stamford, Conn.—The Vacuum Equipment Division of F. J. Stokes Corp., Philadelphia, has opened a new sales office here at 77 Bedford St. which will serve New England, as well as the Bronx, N. Y. and Long Island.

Stokes produces high vacuum processing equipment, including vacuum melting furnaces and stream degassing systems for purifying metal, vacuum heat-treating equipment, vacuum plating equipment, vacuum pumps, valves, and gages.

G.E. Revamps System

New York—General Electric has reorganized the headquarters operations of its User Industries

Hoskin's New Alloy 875 Made For Heat Elements

Detroit—Hoskins Mfg. Co. has developed a new material—Alloy 875—for use as heating elements in industrial furnaces, kilns, and other types of heating equipment.

The company says the new iron-chromium-aluminum electrical resistance alloy shows less susceptibility to growth and distortion, and increases in resistance at high temperatures.

Crawford Fitting Co., Cleveland, has appointed Jackson Supply Co., Ferguson, Mo., exclusive stocking distributor of Swagelok tube fittings for Missouri and parts of Illinois, Arkansas, and Kentucky.

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Reuther Faces Layoff Problem

(Continued from page 1)
parent switch from the short work week to profit-sharing last month brought forth agonized cries of "impossible" from auto executives. But almost before the noise died down, the same executives began thinking that the change boded well for them. They reasoned that the ease of the union flip meant that both ideas are fundamentally camouflage for a wage package and arguments over money are easier to resolve than those over principles.

As its demands stand, the U.A.W. will ask the big three for 16-17¢ per hour worth of extra wages and fringe benefits. As for profit-sharing, one rough calculation indicates that if the idea were accepted in its entirety by a corporation such as General Motors, a normal year's cost would amount to about 85¢ an hour.

It is generally conceded that neither G.M. nor any auto maker will agree to straight profit-sharing while there is still blood in the corporate veins.

As it stands now, U.A.W. leaders must start negotiations in an unfavorable economic climate. Auto makers are having such a bad first quarter (current production forecasts call for about 1.4 million units, 300,000 under initial goals.), that no upturn can completely salvage the year for them.

All Not Happy with Plan

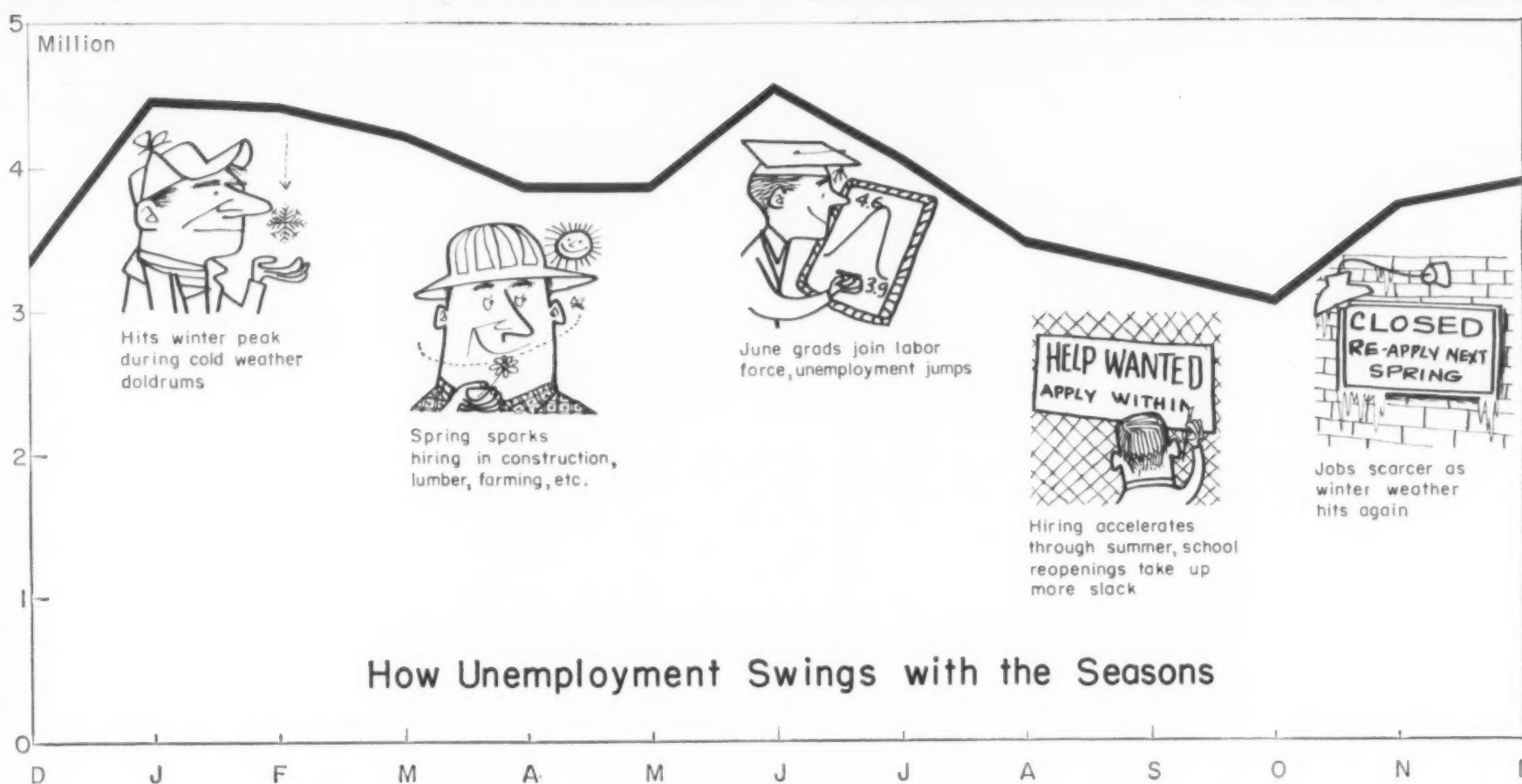
What's more, the industry knows that many a rank-and-file union man is unhappy over the profit-sharing scheme, especially those among Detroit's 200,000 unemployed.

Reuther, however, argues that his basic objective is to increase purchasing power but that he is wedded to the principle not to any single mechanism of obtaining it. Thus the confusion over whether profit sharing or short work week will ride high as a key demand.

The fine print of the U.A.W.'s published demands says that shared profits can be used in any way a local unit sees fit, presumably including paying for shorter work weeks. Another indication of flexibility on this point came last week when delegates to the union's G.M. council meeting voted to apply shared profits to the workers' half of hospitalization costs. A union official also stated those funds might be applied to evening out pay checks during short work weeks or to any other allocation deemed right under conditions at the payoff date.

Signals are clear that auto makers are stiffening in their defense. G.M. has put itself on record by offering to extend its current contract for two years. This covers any rise in cost of living and provides a productivity increase of 6¢ per hour per year, a 12¢ package that is fairly close to the union's basic wage demand. It also can be presumed that industry bargaining teams would at least study modification of supplementary unemployment benefit to eliminate inequities.

Meanwhile, the time for contract action comes on fast. Ford and the U.A.W. already have set March 31 as the date to commence talks.



Ike's Curve May Stop Foes If Unemployment Increases Ebb

(Continued from page 1)
downturn. They have made their bid for next November's elections with a variety of new-deal-type pump-priming programs covering expanded public works, tax cuts, small business and agricultural aids, and other measures.

What are the reasons the President has for betting such high stakes on the single turn of the graph? They can be summed up mainly in one word, seasonal.

According to a graph making the rounds of the Administration at the cabinet level, unemployment can be expected to drop 200,000 in March on a seasonal basis alone. Administration experts concede, however, that unemployment would have to fall

further than this to make up for the bigger than seasonal unemployment rises of the past several months. The jobless total for January, the latest figures available, stood at 4.5 million.

The March seasonal drop is expected to result from a predicted pickup in activity as business begins to throw off its winter lethargy and move into the spring, traditionally the season of optimism and economic upturn. The Administration is banking on a pickup in construction activity, southern agriculture, lumbering, etc. to spark this upward movement.

With the predicted drop in unemployment resulting from the stepped up face of business, the

President believes "that should mark the beginning of the end of the downturn in the economy."

A continuation of the business upturn is expected during April and May. As construction gets rolling in earnest, it will benefit other parts of the economy by its demands for construction materials, steel, cement, etc.

According to the graph, a sharp upturn in unemployment is expected in June when school lets out. It would begin to fall off immediately from there, hitting a low point of about 3.1 million in October. Unemployment then would begin to rise as winter sets in again.

If the unemployment drop comes off, the Administration

feels the present program for paying benefits to jobless workers will greatly ease their financial strain until they find new work. The number of those now receiving jobless checks rose to about 2.9 million earlier this month it was reported.

However, the experts are worried that the payments won't go nearly far enough in any drawn-out period of unemployment. The test is expected to come in the next six weeks.

If there is no improvement, then there may be some major changes made. These could come in the form of higher federal payments to state unemployment funds or a step up by the states in their benefit programs.

Everyone Wants Freight Increases

(Continued from page 1)
Truckers and waterway shippers traditionally have followed suit when rails upped their rates. But the situation is complicated this year by two factors—recession and the selectivity of the new railroad rate boosts.

Railroads increased their tariffs mainly on so-called captive bulk commodities such as lumber, coal, and ores that are not subject to stiff competition from other carriers.

Trucking industry officials say it will take longer this time to figure out where they can make increases and still maintain their competitive position with the railroads.

Spokesmen for waterway carriers say no new rates will be proposed for at least 90 days until the economic situation firms up. If the economy takes an upturn by then, they can be expected to jump their tolls.

However, these spokesmen say that the new rates would not be general but in selective areas also so as not to lose business to the railroads.

Washington—Trucking industry spokesmen have asked Congress not to reduce the power of

the interstate commerce commission to set railroad freight rates. Such action, now being sought by the railroads, would result in a competitive rate war based on "the law of the jungle," representatives of the American Trucking Associations, Inc., said.

In testimony before a senate subcommittee studying transportation problems, truckers said the railroad proposals for changing rate-making procedures would "mean that there would be no effective regulation of rates."

The A.T.A. predicted that railroads would increase rates on raw materials moving by rail, and

temporarily cut rates on manufactured goods which have competition from other forms of transportation.

But trucker witnesses before the subcommittee, headed by Sen. George Smathers (D-Fla.), agreed with the railroads that the present 3% excise tax on transportation should be removed by Congress. During the trucking testimony, Sen. Andrew F. Schoeppel (R-Kans.) said he also favored dropping the tax.

The Smathers subcommittee next plans to hear testimony by federal and state regulatory groups.

Chicago Product Show Popular

(Continued from page 1)
lubricant from the Tower Oil Co. that defies water and heat treatment. Used for high temperature machinery and close tolerance.

• A dual water cooler and heater for office and industrial plants. The cooler dispenses cold water at 50 degrees and hot water at 190 degrees from separate spouts. Equipment, which is manufactured by Westinghouse, has attached rack for storage of instant soups, coffee, cocoa, and other hot drinks. Retail price: about \$350.

Plastics and aluminums added space this year, according to show officials.

Even the Explorer, the U.S. moon circling the earth, was represented in a show exhibit by the Associated Spring Corp.

"I've heard some of our springs are in the Explorer," a salesman for Associated announced.

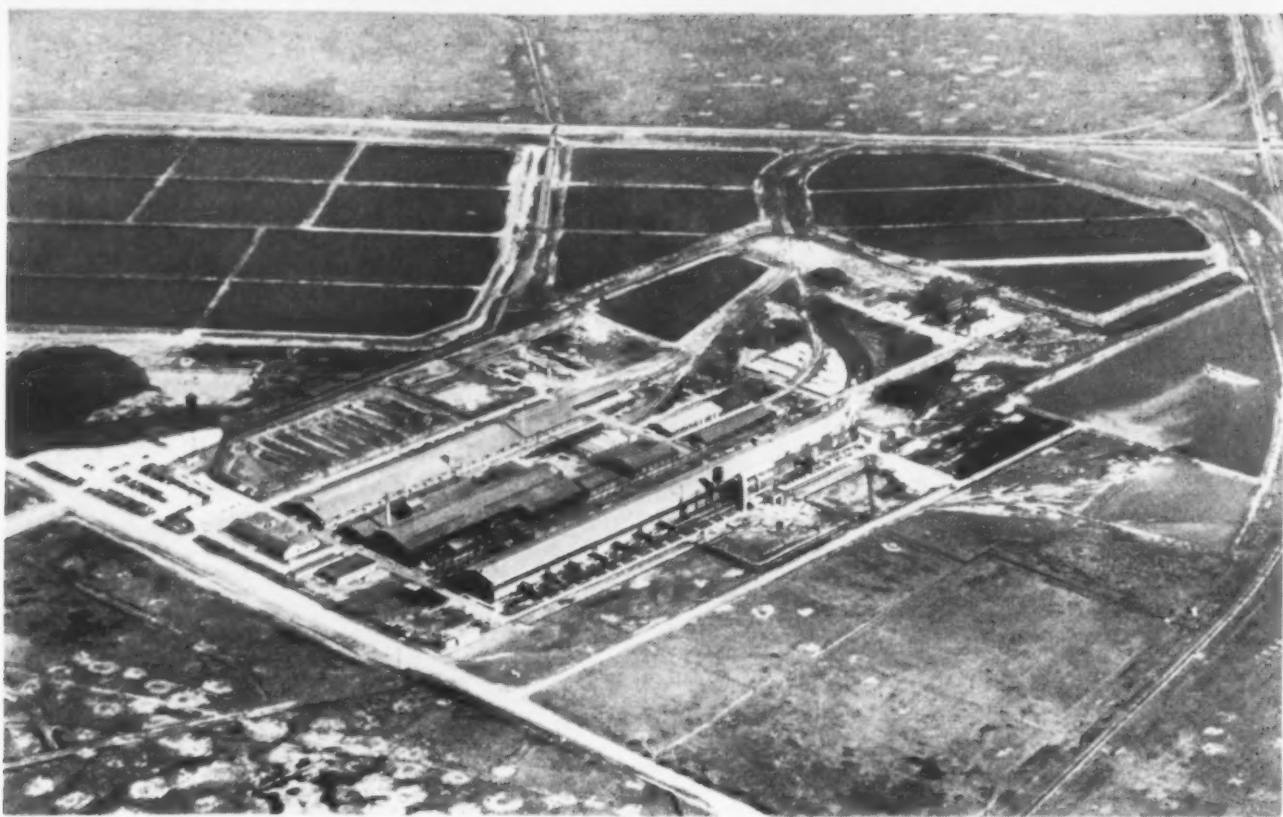
John Ferdinandsen of the D. K. Manufacturing Co., was general chairman.

ZETA Plans Exhibit

London—A seven-ft. high "working" model of Britain's ZETA will be displayed at the Brussels Universal and International Exhibition in April.



AT ENGLEWOOD ELECTRICAL SUPPLY CO. booth at products show, Chicago, Bill Hurley, left, discusses new products with W. S. Bradford and John O. Ephgrave, right, both of Victor Chemical Works.



Only United States Tin Smelter at Texas City, Texas, as Seen From Air

Indonesian Tin Firm Completing Arrangements For Smelting at Only U.S. Plant in Texas City

Remodeled Furnaces Can Handle U.S.'s Needs If Concentrates Arrive in Sufficient Tonnage; Malaysians Post Objection

New York—The Wah Chang Corp. has made arrangements to smelt Indonesian tin concentrates at its Texas City, Texas, facility. Unconfirmed reports say that Marshall Tuthill, agent for Banka tin, will act as sales agent for Indonesian tin smelted in Texas.

K. C. Li, chairman of Wah Chang, in his announcement Feb. 12, said, "The furnaces have been rebuilt to receive and smelt shipments of tin concentrates from Indonesia. The capacity of these furnaces will enable us to smelt all this country's requirements providing we receive a sufficient tonnage of tin concentrates."

Purchased Company Last Year

Wah Chang purchased the Texas City smelter, the only tin smelter in the United States, from the government last year. Since then little tin has been smelted there.

Much of Indonesia's tin concentrates had been shipped to Arnhem, Holland, for smelting. However, because of the recent exodus of Dutch nationals from Indonesia, many shipments have been halted.

The United States has been importing two-thirds of its primary tin requirements from Malaya. Last month, United States imported 2,342 tons. The Malayan Tin Bureau indicated it would be a severe blow to Malaya if Indonesian tin concentrates were switched from Holland to the Texas City facility in large quantities.

A Bureau spokesman said, "we think that it is going to be a long time" before any such development takes place. The Bureau said it understood Wah Chang had received a 1,000-ton trial shipment of high grade banka tin. But until this shipment is tested, it will not be known if the Texas City smelter with its high labor costs will be competitive with Malayan tin,

the Malayan Tin Bureau said. The present Indonesian political situation will probably make it impossible for the Jakarta government to guarantee a steady flow of concentrates.

Most observers believe that Wah Chang's move will have no major effect on the already weak

tin market. A reshuffling of markets may cause some slight price fluctuation. However, the International Tin Council has reduced export controls 40% for the first half of 1958. This action will act as a brake on any shipments of Indonesian ores sent to the United States.

This Week's

Purchasing Perspective

FEB. 24-
MAR. 2

(Continued from page 1)

pace of sales strongly steady or accelerating? It could make a difference.

A true upswing, strong and sustained, would require a strong and steady demand of general proportions. That's a master ingredient in the prescription for an early improvement in the current lag.

• • •

The word is out to road building and construction industry buyers to "shop early and avoid the rush" for steel. One major steel producer points out that despite forecasts of record construction and road building this year, its shipments of construction materials are currently running more than 50% behind shipments of a year ago.

This could indicate many builders are not releasing steel orders for shipment until the season actually opens. If such is the case, some projects could be delayed even in the face of generally lower overall steel demand if they wait, then rush en masse to place orders or release orders already on the books.

Don't be too hasty in discounting this report as just another effort to pry loose some steel orders now. The rush to the wire for quick shipments could leave some builders at the post if construction activity reaches expectations.

• • •

The paper industry certainly is facing the future with firmness and good hope (See page 1). Recession was a dirty word at the American Paper and Pulp Association meeting in New York last week. Cost-trimming methods, attractive new products, and products and services tailored to meet customer needs were charted as the roads to success in current and future markets at the meeting.

Inventories Going Down in Some Cases; Up, Sideways in Others

(Continued from page 1)

Detroit, coincided with the majority of those surveyed.

He said his future policy will be geared to "keeping inventory as low as possible. We feel such a policy is necessary, considering the very questionable business future."

On the other hand, Jack Bailey, purchasing agent, Enterprise Engine & Machinery Co., San Francisco, was more optimistic.

"The general business picture looks rather encouraging," he said, "and we are engaged in lots of bidding activity."

Bailey is still cutting inventory, however, but said there is no problem because "the suppliers' warehouses are bulging so there's no need for us to carry big stocks."

Many others also reported most materials in good supply and deliveries better than they were six months ago.

As far as current buying policies go, most of the industrial firms said they were "living" either on a hand-to-mouth or 30-day to 60-day basis. An over-all breakdown shows:

Hand-to-mouth	21.8%
30-days	39.8%
60-days	25.6%
90-days	10.9%
Others	1.9%

A purchasing executive for a Cleveland machinery manufacturer was one of those reporting he has no across-the-board buying policy.

He said buying depends on the lead time he has to give in individual items and is governed by the company's attempt to turn over its inventory as frequently as possible within safe limits.

If assured of 10-day delivery on an item, he carries a 20-day supply. On a standard item he might go out as far as six months to take advantage of a price break, but on production items he is keeping supplies down.

The survey indicated a slight trend among purchasing agents toward keeping inventories balanced on a day-to-day operation. This would halt basic policy changes for the next six months.

This trend has easy sledding at present as there are no raw material problems. But if a material should "tighten up," the P.A.'s say they will extend themselves accordingly.

Others are holding to another trend started several months back—that of letting a supplier carry the company's inventory. One such is Luther Melver, director of purchases, Puget Sound Power & Light Co., Seattle.

Still reducing his own inventory, Melver says that since there are no shortages and no price-cutting, he is perfectly willing to let the supplier carry his inventory for him. He said his inventories are starting to "bottom out", with no particular items in short or heavy supply.

The survey showed that inventories on the whole were balanced fairly well on raw materials and semi-finished components but extremely heavy on finished components.

Remarking on his heavy inventory of finished stocks, W. M. Briggs, P.A. for Bond Electric Division, Warren, Pa., said, "We

hope that adjusted business economy will increase the demand for finished products."

The purchasing executive for National Lead-Titanium Division, St. Louis, who also reported a heavy "finished" inventory, was more optimistic.

"We are optimistic and expect a pick up in business generally by the third quarter," he said.

As inventories are still in a declining posture or "dangerously low," P.A.'s are fine-combing various problems and develop ways to combat them.

Chester Hard, purchasing agent for the Service Conveyor Co., Detroit, said that finished goods such as nuts, bolts, and bearings have a tendency to build up "in a sneaky way."

Engineers are prone to recommend over-ordering, Hard said. When a job is finished, there are sometimes a few hundred of a certain sized item left over. Therefore, he periodically mimeographs this inventory and persuades the engineers to include the items whenever possible in the next design job.

Carrying no inventory at all is one way of combating every problem, but a very dangerous way. The P.A. for an aircraft accessories producer in Cleveland admitted to this type of operation.

He said he buys only on the basis of order in hand, never on anticipation. This has its risks, he says, but these are reduced by the speed of deliveries (i.e. aircraft seamless tubing used to be 18 to 20 weeks delivery, now is 10 to 12 weeks).

The big question of course, especially for those considering this an "inventory recession," is when will inventories start on an upward climb?

Except for "seasonal business," most P.A.'s would not predict when they would start rebuilding, whether it would be next month, in the next three months, six months, or twelve months.

They are now following a "wait and see" policy. And what they are waiting to see apparently lies on the opposite side of the teeter board—sales.

Assembly Adopts Bill To Reduce R.R. Taxes

Albany, N. Y.—The Assembly approved a taxcut bill without opposition last week which, if it becomes law, will save New York railroads millions of dollars annually.

The resulting cost burden would be placed upon various localities in the form of real estate taxes. There was no indication how the bill would fare in the Senate.

Under the measure, a railroad taxed for a grade-crossing elimination project ordered by the state would pay on only 15% of the total cost.

The cost is now shared between the state and carrier on an 85-15% basis, but the roads later are assessed locally on the full cost. Thus, final approval of the bill would mean an 85% reduction in taxes for railroads.

The value of grade-crossing projects completed between 1950 and 1956 exceeds \$65 million.

HERE'S HOW

Eastman Tag gets faster processing from its new ADP order-billing-shipping system

The Company's original method involved manual calculating, writing, checking, and copying operations in various departments during normal order processing. Whenever changes were incorporated, the entire order was reprocessed. Cards were manually key-punched for many operations, making secondary controls necessary.

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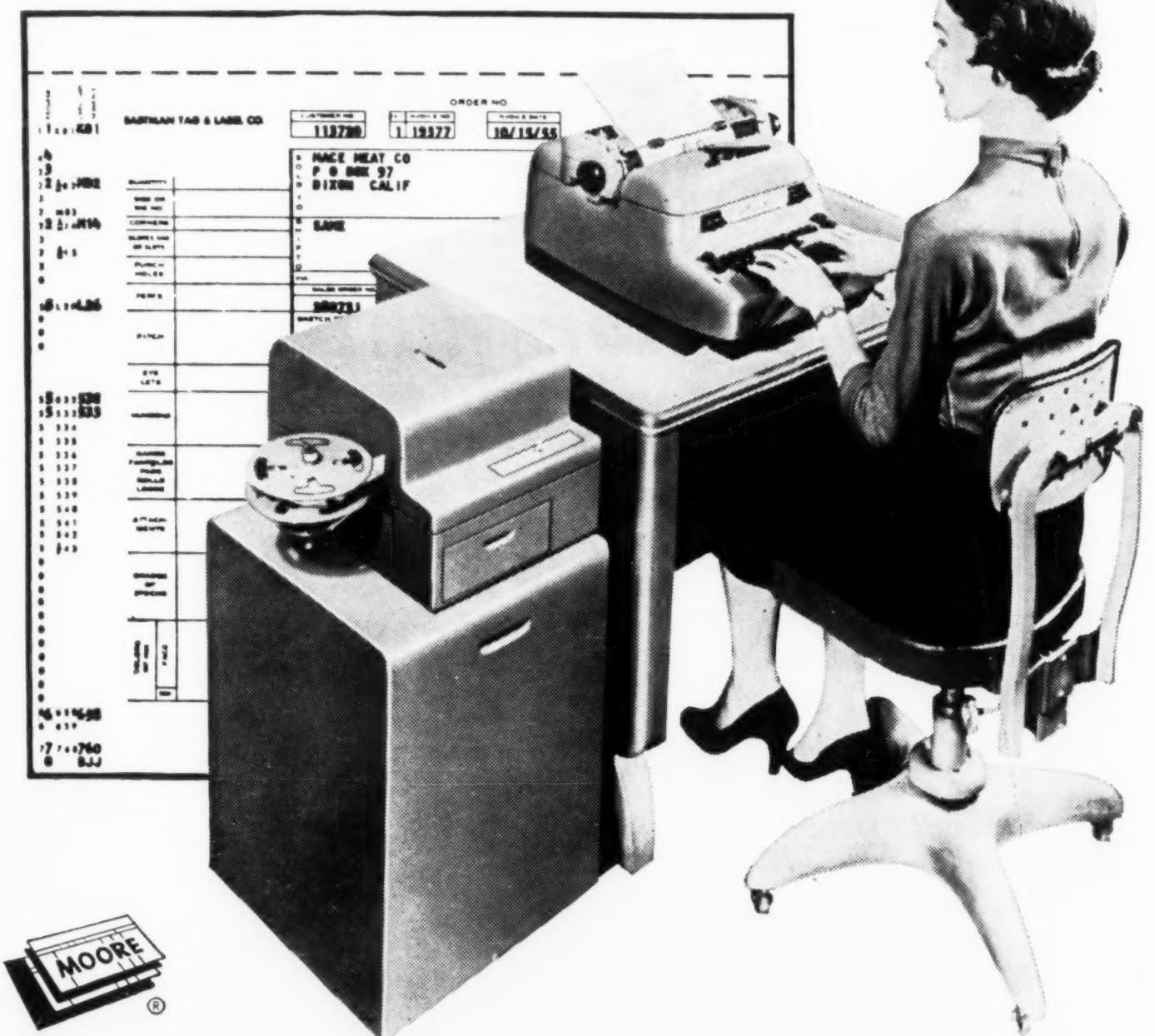
The new ADP system uses a 9-part Moore Production-Acknowledgment-Shipping Order as the initiating form. The Order is typed on

an IBM Typewriter Tape Punch which automatically produces a by-product punched tape for conversion to punched cards. The cards prepare all subsequent records . . . including the Invoice and Statement.

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